

CHEMIST & DRUGGIST

The newsweekly for pharmacy

a Benn publication

February 28 1981

Panel delay:
a question
of money?

Go-ahead for
CRCs after
new offer

Write your
script labels
by computer

More people
seek advice
of pharmacist

Security
SPECIAL FEATURE

For 25 years
the first choice of doctors

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the most effective way of loosening ear wax

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over the counter. When your customers ask your
advice about 'blocked ears', you know you can
recommend CERUMOL with confidence.



proven in practice

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**For your professional recommendation,
another great profit-winner from Parke-Davis**

Benylin **DAY AND NIGHT** Cold Treatment

New Benylin* Day and Night Cold Treatment is an effective product that you can recommend to your customers with full professional confidence. It's an effective profit-winner, too. No other product in this important market offers you the same return for your recommendation at the counter, as many pharmacists know already.

Benylin Day and Night Cold Treatment is available in display outer boxes containing 24 retail packs.

List price to pharmacist per retail pack 55p
Price to public per retail pack 95p
(inc V.A.T. at 15%).

Composition

Each yellow (daytime) tablet contains
Paracetamol Ph. Eur. 500mg
Phenylpropanolamine hydrochloride B.P. 25mg

Each blue (night time) tablet contains
Paracetamol Ph. Eur. 500mg
Diphenhydramine hydrochloride B.P. 25mg

Indications

For the relief of the symptoms associated with colds and influenza.

Adult Dosage

Four tablets should be taken daily - three yellow tablets during the day and one blue tablet at night.

Take only one tablet at a time, and only at the times of day indicated on the pack.

Do not take the night-time tablets during the day.

Children's Dosage

Not recommended for children under 12 years.

Contra-indications, warnings etc

Hypersensitivity to any of the constituents. Paracetamol can cause skin rashes, dizziness and palpitations. Caution should be exercised in patients with hyperthyroidism, hypertension, cardiac dysfunction, diabetes mellitus and liver disorders. Benylin Day & Night Cold Treatment should not be used during treatment with M.A.O.I.s or for two weeks after completion of therapy.

Do not exceed the stated dose - An overdose is dangerous: medical attention should be sought immediately. May cause drowsiness. If affected, do not drive or operate machinery. Not to be used in pregnancy. Avoid alcoholic drink. If symptoms persist, consult your doctor.

Legal Category: P

Product Licence Holder:

Parke-Davis & Company, Usk Road, Pontypool,
Gwent, NP4 0YH. Telephone: (049 55) 2468

PARK-E-DAVIS • Trade mark

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Benn

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Price of a chairman

There is no great enthusiasm among Law Society members to take the chair of the proposed panel on chemists' NHS remuneration.

It is understood that, following the Department of Health's request to the president of the Society to nominate a suitably qualified solicitor for the office, several have already felt unable to undertake the work. And it seems likely that part of the reason for the reluctance is the fact that the level of commitment is unknown—and that the post is unremunerated.

The proposed appointments will be for three years and it has been suggested that some one or two days work a month will be required of panel members. Even this is on the assumption that most disputes will be resolved between the PSNC and the DHSS without the panel's involvement, only intractable questions being referred for its consideration.

That may not seem like a great deal, but it should be remembered that a solicitor may be charging anything up to £40 an hour for his professional services and payment of "expenses" is no substitute. And there will hardly be any public "prestige" accruing to the occupant of the chair!

So why is the post to be unremunerated? Franks panel members were rightly paid a honorarium—and earned it, pharmacists would say. Perhaps payment hints of "quango" to the Government, but if so then the Secretary for Social Services should make it plain that this one is entirely justified—and might conceivably even keep those irritant and irritated pharmacists off the Department's back and out of the newspapers.

What we need, of course, is another

COMMENT

U-turn (after all, we have witnessed quite a lot of people practising them in Westminster recently). The child-resistant containers issue has proved the Government can see sense, and the thinking public must have been dumbfounded by the inspired compromise of 0.3p between an offer of 0.1p and a claim of 0.5p. All in the space of a few hours on Wednesday afternoon last week, unfortunately after C&D had gone to press.

Whether 0.3p is the right figure no-one can say until there has been a container costs inquiry—but there can be no doubt that 0.1p would have left contractors financing the scheme for a very long time. The trouble is that there are so many variables—the proportion of original packs, the level of contractor support, the level of public acceptance, the share of the market won by the three competing closures, the prices actually being paid for them by contractors—and, not least, the ratio of solid-dose to liquid medicines. The answer to none of these questions is yet known.

Of course, 0.3p is a compromise that should not have materialised only at the eleventh hour but now it is up to pharmacists to show professional responsibility in applying the new rules. After all the publicity, the media will be watching for results—and backsliders! ■

CRCs start next week after all

An additional allowance of 0.3p per prescription has been accepted for the introduction of child-resistant containers from March 2.

The Department of Health's offer—which came after *C&D* went to press last week—compares with the 0.1p maximum maintained by the Minister for Health as late as February 18 (in the "You and Yours" radio programme), and with the 0.5p claimed by the Pharmaceutical Services Negotiating Committee.

A statement from pharmaceutical organisations welcoming the agreement adds: "Despite the uncertainty of the last two weeks caused by what appeared to be the unsuccessful negotiations between the representatives of contractors and the Department, we are sure that you will share our satisfaction that the scheme is to go ahead.

"We would urge you to ensure that you have adequate stocks of containers with an appropriate British Standard and to co-operate wholeheartedly."

The arrangements require that *all solid-dose oral preparations* should be dispensed in either a reclosable child-resistant container complying with the British Standard or in unit packaging of strip or blister type unless:

(i) they are in a manufacturer's original pack so designed that transfer to a reclosable child-resistant container would be retrograde or unnecessary procedure, eg, tins or tubes of throat

lozenges or effervescent tablets, sachets of powder or insufflation capsules (attention should be paid to the special requirements for glyceryl trinitrate tablets), or

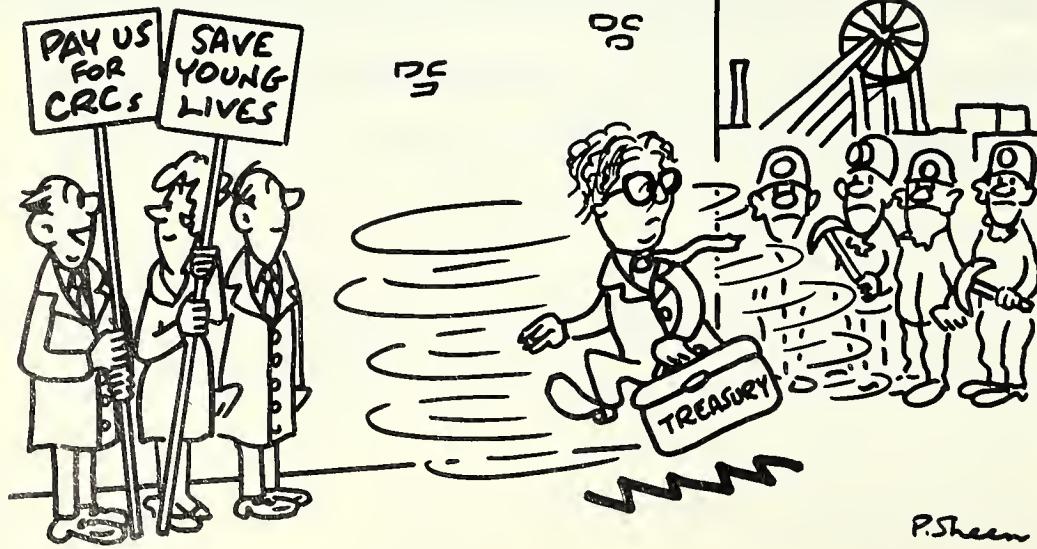
(ii) the patient is elderly or handicapped and will have difficulty in opening a child-resistant container, or

(iii) the patient specifically asks that a product shall not be dispensed in such a container.

In the last two cases, the pharmacist should make a particular point of advising that the medicines be kept well out of the reach of children.

In a statement to the Press this week, Mr David Sharpe (as president of the Pharmaceutical Society) said: "All accidental poisoning is tragic. Such tragedy is particularly poignant when it affects the very young. In an average year, 20,000 youngsters are admitted to hospital for treatment of poisoning by medicines; most of them are under five years old, and 25 of them die.

"The restricted use of special containers in this country and elsewhere has shown that they reduce the number of cases of accidental poisoning. But I must emphasise that no container is a substitute for proper parental care. All medicines, however they are packaged, should always be kept out of reach of children. Any failure or neglect in this regard can lead to irreversible tragedy." ■



"Seems U-turns are in fashion this week"

Macarthys' terms

Macarthys have announced details of their discount structure following a return to manufacturers' list prices from March 1 (*C&D* January 24, p124).

Qualifying products ("ethicals", formulary medicines and Tariff surgical items and appliances) will attract 8 per cent above the first £800 of goods, subject to 30 days settlement. Sixty days settlement provides "the 30-day discount less 2½ per cent of qualifying goods value."

Accounts below £800 per month must settle in 30 days and the company reserves the right to withdraw service from customers regularly failing to meet that minimum figure.

Macarthys say that the net effect of the changes is that a given volume of "qualifying products" will now cost less than "notional pricing and higher discounts across the total account."

"We regret that this new system is not as simple as we should prefer, but the rapidly changing terms from pharmaceutical manufacturers, coupled with the high cost of wholesaling OTC goods, prohibit us from maintaining the previous formula.

"Some manufacturers still allow us the old norm of 15 per cent this is reflected in our new terms. Any movement in our buying margins, and of course the degree of support we enjoy from our customers, will determine any future changes." ■

No agreement

Contrary to reports elsewhere, there is as yet no agreement between the Department of Health and the Pharmaceutical Services Negotiating Committee on chemists' remuneration. Although an increase of 14 per cent in the notional salary is understood to have been "talked about" there has been no formal offer and this figure is below what the Committee wants.

Also still unresolved is the question of £2m arising from a difference of opinion between PSNC and the DHSS over the interpretation of last year's "wiping the slate clean". In PSNC's understanding, this was a quid pro quo involving an underpayment of profit being set against extra discounts then being received by contractors.

The Department has since claimed that cleaning the slate also meant there should be updating of contractors' overhead costs in the January to June period of 1980. ■

Unichem's script-label computer

Unichem have introduced a simple-to-operate computer the size of a typewriter which rapidly produces easily read prescription labels for the busy pharmacy. The key factors in the design brief were "simplicity, size, reliability and cost."

Named the "Scriptwriter", the unit knows the names of more than 100 best-selling drugs, including popular generics, and can interpret abbreviated Latin "sigs." into clear English instructions.

Scriptwriter is very easy to operate as each stage in the procedure is on a question and answer basis—the computer tells the pharmacist what information it requires but it does not think. The questions appear on a display panel above the keyboard, but it cannot eliminate input-error.

It will ask, for example, for the patient's name, number of items on the prescription, the drug and dosage. The user only has to type the abbreviated code for the drug and Scriptwriter will automatically print the description in full. A dosage code typed as "2TDP" would generate the English instruction "Two to be taken THREE TIMES DAILY after food". Keywords are printed in capitals for emphasis.

Non-coded text may be added wherever required and Scriptwriter automatically decides whether the label should be printed in black or red. The days date is automatically included after the initial entry on the first script.

For subsequent labels relating to the same prescription, Scriptwriter will ask only for the name of the drug and dosage. The patient name and date will automatically be repeated.

The day's prescriptions are

Scriptwriter	Unichem Ltd, Crown House Morden, Surrey 01 542 8522
MOGADON 5MG TABLETS	
TWO to be taken at NIGHT	
MR A.N. OTHER	24FEB
Keep out of children's reach.	
Scriptwriter	Unichem Ltd, Crown House Morden, Surrey 01 542 8522
KAOLIN & MORPH MIXTURE	
TWO 5 ML SPOONFULS to be taken in water after food	
MR A.N. OTHER	24FEB
Keep out of children's reach.	

"Directions" code for label 8: 10
MLINAQPC



analysed by Scriptwriter to give a breakdown of the numbers of forms and items in each of the four NHS categories. These statistics are printed on a label whenever required and can be used as a rough check on NHS returns or to analyse work flow during the course of the day.

"Scriptwriter not only dramatically speeds up the labelling process but produces consistently high quality labels. We feel it will go a long way to making the dispensary more efficient and thus more safe and profitable", said Mr Walker, Unichem's management services director.

Full maintenance facilities on the unit are available (£15 per month), and it can be upgraded in the future as new facilities are developed. It is available at £1,495 plus VAT or to Unichem Members at £1,270 plus VAT. Deliveries commence in March. ■

Warning on health food claims

A warning about the need to take care over the advertising of health foods was given this week by Mr Maurice Hanssen, president, Health Food Manufacturers' Association.

He told the associations' annual meeting that: "The way we promote these products is of crucial importance in keeping them out of the danger area of claims which turn a harmless herb into a medicine that needs a licence. If we act responsibly and do not try to twist or ignore the spirit of the medicine laws, then I believe we have a good chance of preserving the present, quite fair, regulations. Those, usually outside the HFMA, who behave irresponsibly threaten the freedom of all of us to promote products properly and we must continue to help such people to understand that their short term gain can be their long term loss."

Mr Hanssen reminded his audience that it was illegal for a magazine or newspaper editorial to give medicinal reasons for using a health food next

to an advertisement promoting the same item as a food. "The same is true of displays and, although not yet enforced, is likely also to apply to public relations campaigns," he added.

The HFMA is creating a set of guidelines covering the advertising of books and of products with books. Mr Hanssen also hinted that the British Code of Advertising Practice section controlling the advertising of vitamins and minerals was being amended, although this had not been confirmed by the Advertising Standards Authority at the time *C&D* went to press ■

Industry to report on BNF 'errors'

The Association of the British Pharmaceutical Industry, (ABPI) and the editorial committee of the new BNF have written to drug companies asking them to report any errors in the directory.

The ABPI confirm that they have written to the membership asking to be kept informed of any comments or corrections submitted to the BNF committee, for inclusion in the next edition.

This should be published in six months time and its executive editor, Mr G. R. Brown told *C&D*: "the letter sent out by the editorial committee, about one week after publication was in the pipeline anyway.

"We had prepared a complete list of products included for each manufacturer (page reference only), in order that any editorial errors can be pointed out for correction in the next edition; the normal procedure in fact."

A spokesman for the ABPI say that: "we will await the response of our membership to our letter before deciding what action to take." ■

Tobacco sales

Mr Nicholas Baker (Conservative) is to ask the Social Services Secretary in the Commons next Tuesday what discussions he is having with the Pharmaceutical Society about the sale of tobacco products by pharmacists. ■

More customers are seeking the pharmacist's advice

"Some politically sensitive issues have emerged from the results of a survey just published of retail chemists in Great Britain," say Martin-Hamblin research whose pharmaceutical division produced the survey.

On average, 63 per cent of pharmacists believe that the frequency with which their customers ask for medical advice (instead of seeing their doctors) has increased compared with the year before. More strikingly still, 69 per cent of them believe that the main reason for this is the increase in prescription charges. The figure rises to 81 per cent among pharmacists in rural areas and a high of 87 per cent in Scotland. 21 per cent also believe that the next most important reason, after prescription charges, is the inadequacy of doctors' appointment systems and a reluctance to wait days for an appointment. A further 19 per cent believe that long waits and queues at the surgery are another deterrent.

The survey is based on material gathered during September and October 1980 when prescription charges were still at £0.70 and does not therefore reflect opinion on the latest increase to £1.

The conditions for which customers most frequently asked advice (in ranked order) were coughs, colds, catarrh, influenza and sore throats.

Sterling Health (20 per cent), Beechams (19 per cent) and Parke Davis (9 per cent) were rated the top three suppliers of the most useful display material. The key requirement for display material, according to 23 per cent, was that it should be "economical on space" and the next that it should be "eye-catching".

On average, 27 per cent of pharmacists were visited by more than ten sales representatives per month and 13 per cent saw between eight and ten per month. The companies offering the most attractive trade terms on over the counter pharmaceuticals were said to be Beechams (18 per cent), Parke Davis (17 per cent), Fisons (12 per cent) and Sterling Health with 10 per cent.

This is the third year that Martin Hamblin have carried out the survey. It is based on a sample of 200 pharmacists and 200 pharmacy assistants selected according to number of years qualified, urban,

semi-urban or rural location, type of pharmacy and geographical area. The full survey report which contains 546 detailed statistical tables covers 23 different therapeutic areas.

For the entire report the price is £4,000. For any of the 23 individual sections the price is £450. A special section devoted to influences on the pharmacist is also priced at £450. *Martin-Hamblin Research, 14-20 Headfort Place, London SW1X 7HN.* ■

More cash for PR?

The Pharmaceutical Society's East Kent Branch is seeking a referendum on whether more should be spent on public relations.

Delegates are to propose a motion at the Society's branch representatives meeting on May 14 that "in the light of the split vote on Council on the subject of further public relations expenditure, a referendum should be carried out to determine the views of the membership."

Leeds Branch is to urge Council to increase public relations activity and Somerset County Branch want a nationwide campaign using radio, television and the national Press to inform the public about the role of all branches of the pharmaceutical profession.

Other resolutions to be put to the meeting include a bid to restrict the sale of all medicines to pharmacies, more financial support for pharmacists attending postgraduate courses, and moves to reduce the incidence of illegible and incomplete prescriptions. ■

Chanel acquittals

Seven men accused in a fake Chanel No 5 case were cleared last week (*C&D*, February 7, p269). Their acquittal came after a five week trial at Snaresbrook Crown Court, East London.

All seven, and another man cleared earlier, denied taking part in a fraud which allegedly flooded the country with the cheap fake perfume, the court heard. They were: Roy Wicks, 34, a printer of Stephens Road, Stepney; Bernard Fernandez, 47, a taxi-driver of Foremark Close, Hainault, Essex; Terence Cole, 43, a shop manager of High Road, Leyton; Christopher Cooper, 35, a van converter of Colletts Green, Powick, Worcestershire; Barry Shepperd, 38,

a perfume supplier of Hopwood Grove, Northfield, Birmingham; James Ashlin, 50, unemployed, of Roman Road, Bow; John Mead, 39, a shopkeeper of Hitchin, Herts. Brian Chandler, 36, a company director of Sunningdale Road, Hornchurch, was cleared earlier in the trial when the prosecution offered no evidence against him. ■

Illicit amphetamine

A research chemist who made illicit drugs for the street market during working hours was jailed for 30 months at Chelmsford Crown Court this week.

He produced quantities of amphetamine sulphate in the laboratory at Beecham's Pharmaceuticals Ltd, Harlow, and the drugs were distributed by a work colleague. But the scheme was "nipped in the bud" by good detective work, said Judge Peter Greenwood.

The chemist, Anwer Shah, 29, of Northbrooks, Harlow, pleaded guilty to three charges of producing a controlled drug, two of supplying a controlled drug, two of possessing a controlled drug and cultivating cannabis plants. He asked for eight other offences to be taken into consideration.

Christopher Brennan, 23, of Red Willows, Harlow, admitted two offences of supplying a controlled drug, two of possessing a controlled drug and one of cultivating cannabis plants. He was sentenced to two years' imprisonment. Victor Kelly, 22, of Upper Mealines, Harlow, pleaded guilty to supplying amphetamine sulphate, and was jailed for nine months.

Three others received sentences ranging from a £100 fine to nine months imprisonment for possession of drugs. Two others had their sentences deferred for six months on similar offences.

Mr Christopher Moss, prosecuting, said four of the defendants were arrested after police raided a party at Jerounds, Harlow, last April. The premises were being used for drug-taking. A detective kept watch on Shah's movements for several days.

Mr Moss said Shah manufactured between 500 and 600 grammes of amphetamine sulphate at Beecham's laboratory. It was distributed primarily by Brennan, also a research chemist at Beechams, who told Shah he had an outlet for the drug.

Mr John Scannell, defending, said Shah found work at Beechams was becoming trivial routine, and he started experimenting with drugs: "He realises now he has destroyed his career, and he is very conscious of the shame he had brought upon his family," said Mr Scannell. Mr Peter Solly, for Brennan, said Brennan had profited by about £1,000 out of what was "a relatively amateurish enterprise." ■

CBS

CASH & CARRY 39/55 PHILIP LANE, TOTTEHAM, N.15

SPECIAL OFFERS PERIOD 3 2nd — 27th MARCH 1981

OIL OF ULAY

150 ML
CASE OF 12 **11.85**
SELL AT 1.39p

MAKE 18.3% P.O.R.

75ML
CASE OF 12 **7.02**
SELL AT 89p
MAKE 24.4%
P.O.R.

STERADENT
TABLETS 30's

CASE OF
24 **8.90**
SELL AT 49p
MAKE 12.9%
P.O.R.

GET SET

HAIRSPRAY AND
SHAMPOO BANDED
PACK

CASE OF
6 **3.94**
SELL AT 89p, MAKE
15% P.O.R.

KLEENEX
MENS TISSUES

8.44 CASE
OF
24
SELL AT 44½p
MAKE 9%
P.O.R.

IMPULSE

PACK OF 6
3.00
SELL AT 79½p
MAKE 27.8%
P.O.R.

LONDON &
THE SOUTHS LEADING
SPECIALIST CASH & CARRY
COME AND SEE OUR FULL RANGE
OF TOILETRIES, HEALTH AND
BEAUTY AIDS CHEMIST SUNDRIES
AND PAPER PRODUCTS
ALL AT DISCOUNT PRICES.

OPENING TIMES

Mon - Tues 8.30 am. - 7.00 pm.
Wed - Fri 8.30 am. - 5.00 pm.
Thurs (Late Night)
8.30 am. - 7.30 pm. N.B. Last
customer admitted one hour
before closing.

ARRID

CASE OF
12 **6.43**
SELL AT 79p
MAKE 22%
P.O.R.

VOSENE

GIANT SIZE

3.75 CASE OF
6
SELL AT 89p
MAKE 19.3%
P.O.R.

HEDEX 24's

PACK OF
12 **4.30**

SPECIAL
'MOTHERS DAY'
GIFT OFFERS

ROSES —
IMITATION SILK,
SCENTED AND BOXED

PLUS
VARIOUS GIFT SET
OFFERS

ALL PROMOTIONAL OFFERS
SUBJECT TO AVAILABILITY AND VAT WHERE APPLICABLE

E & O E

CHEMIST STUNNED BY £1 1/4 MILLION LISTERINE SENSATION!

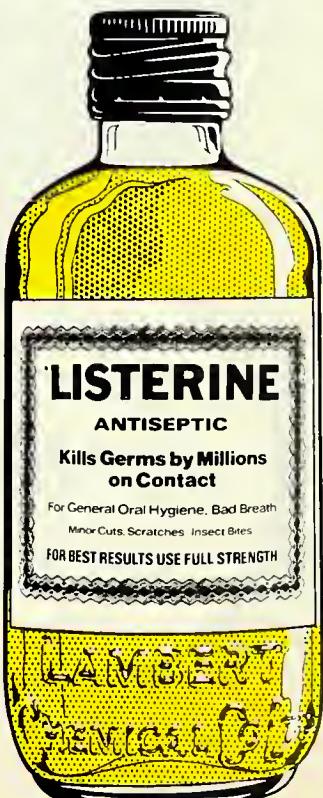
He was knocked out to learn that in 1980 Listerine was worth £1,250,000 at R.S.P. And that it now accounts for a third of all fresh breath mouthwashes sold through chemists.*

The public will be knocked out by the new ads for Listerine that will be appearing in a large number of national newspapers and magazines throughout 1981. As well as posters on the London underground.

So stock up now. Place the strong, original mouthwash alongside other mouthwashes, and £1,250,000 says you'll soon be laughing all the way to the bank.

Original **LISTERINE ANTISEPTIC MOUTHWASH**

Profitable enough to take your breath away.



*Independent Retail Audit

Debendox data

The Debendox data sheet has been reprinted with the inclusion of another paragraph under the precautions heading.

Dr H. Masheter, director of medical services, Richardson-Merrell, told *C&D*: "The new data sheet is to be distributed to our medical representatives for their information. It is not being mailed to all doctors, as reported in the national Press; we are not required to do so by the Committee on Safety of Medicines."

"Debendox is not currently on our detailing list and we have no plans for including it in the future but we may one day change our mind."

The new paragraph is: "There have been a large number of epidemiological studies of Debendox. Although there have been some reports of congenital malformations associated with its administration in early pregnancy, a causal relationship has not been established. For no medical product can a small risk of teratogenic effect be excluded with absolute certainty, and so the use of any drug during early pregnancy should be avoided if at all possible." ■

RCGP takes control

The Medicines Surveillance Centre, set up to monitor the effects of new drugs, is now entirely under the Royal College of General Practitioners.

The centre was established last year (*C&D* October 18, p622) by the RCGP and Medical Monitoring and Research Ltd to provide facilities for post-marketing surveillance and clinical trials in general practice. The RCGP now says that in order to maintain their independence from direct contact with the pharmaceutical industry or government they have decided that the centre should be an integral part of their organisation and independent of any other body. Medical Monitoring and Research Ltd will now act as professional advisers. ■

Damages for LRC

Pillwise Ltd agreed to pay £1,250 damages in the High Court in London, last week, to LRC International Ltd, makers of Durex contraceptives.

Mr George Hamer, counsel for LRC, told Mr Justice Dillon that Pillwise had been selling contraceptives under the Durex trademark as a result of which LRC had brought an action for infringement of trademark and "passing off".

Pillwise consented to an order banning them from infringing the Durex trademarks and from "passing off". They also agreed to pay costs. ■

TOPICAL REFLECTIONS

By Xrayser

Back to base

I don't think I have read anything over the last three years which has given me such sheer untainted pleasure as the notice in last week's *C&D* which said "Notional pricing goes"—even though it does mean sorting out a new set of variations on the profit share/discount games.

But at least now we are starting from common ground, and no matter how badly I fare in not getting discounts, I shall not be paying more than the price paid by the DHSS.

Too high?

On; off; off; on—do we or don't we use these cursed CRCs on all tablet bottles from now on? I bought bags of them some months ago, feeling very like the wise virgin who kept oil in her lamp. Then, it seemed that the poor girls weren't going to be asked to light up after all. And now (finally?) the radio informs us that we're all to go-ahead again!

What a performance! Which once more re-inforces my view that we should stick out for payment at the published trade prices for the actual containers we have to use instead of this pathetic averaging of container cost. This has to be one of the first of the minor irritations to be put before the new panel when it meets.

BNF

I received mine well after all the publicity about it had broken, and I had already taken a lot of stick from customers who assumed that we would have had first view. It is a bit of a shock to move from the old NF to this, for it is a completely different concept which takes some getting used to. In fact I am surprised that the word "formulary" has been retained, for to my eyes the only title at all appropriate would appear to be "Prescribers' guide to drugs."

But whatever our reactions as compounders of medicines, as pharmacists concerned with pharmacology we have to welcome this as a tremendous improvement in the way information is presented to both the doctors and ourselves.

The fact that the word formulary was retained is almost like the final obituary to the craft-profession which was pharmacy when I was apprenticed.

But while I regret the atrophy of skills no longer needed, the advances made in the treatment of illness, the variety of drugs and the complexity of potential interactions mean that we have a vital new role as advisers and protectors to public and prescriber. This new publication will be an invaluable aid to us.

Please write too

I understand that LPCs have been asked to write letters to their local MPs protesting at the inordinate delay in setting up our independent review panel. Since in June we were told that the agreement we reached on the constitution and membership of the panel would mark the end of our four-year dispute, I think it totally dishonourable for the proposals we have put forward to have been ignored by a Government which promised us such a basic piece of justice.

Eight months! It's unbelievable, and savours of the diplomatic dirty tricks department, where they say yes . . . and do nothing, as a deliberate policy of putting off any promised, but possibly unwanted action.

Plastered!

I have received a pleasant letter from a public relations company chiding me for suggesting that Band Aid's new fabric plaster was old-fashioned, in the article in last week's *Chemist and DRUGGIST*—their spelling. You won't need to be an Inspector Cluseau to realise that they handle the J & J Band Aid account.

However they made the point that everyone at J & J believed their new product to be better than any other fabric plaster, and to prove it sent me a couple of packs to try out on myself, friends and children, or, I if didn't like them, on my enemies. "Either way," they wrote, "we're sure they will find space in your first aid cabinet."

Well, I've tried them and am now about to eat my words, or my hat, for these dressings are a modern product with a non-adherent pad held by an elasticated fine-fabric backing with an almost invisible layer of adhesive which sticks well. To be fair I have to say that I think it probably the best general-purpose plaster I have seen, so that when they are offered to me, as they must be soon, I shall buy. ■

Mictral

Manufacturer Winthrop Laboratories, Sterling-Winthrop House, Surbiton upon Thames, Surrey KT6 4PH

Description Mixture of granules containing particles varying in colour from white to yellow. Disperse in water with slight effervescence to produce butterscotch-flavoured suspension. Each 7g sachet contains 660mg nalidixic acid, 3.75g sodium citrate, 250mg anhydrous citric acid, and 250mg sodium bicarbonate

Note Sodium citrate raises the urinary pH; in these conditions the amount of free nalidixic acid and its active metabolite appearing in the urine is more than doubled, with a corresponding reduction in active glucuronides

Indications Treatment of cystitis and lower urinary tract infections caused by pathogens sensitive to nalidixic acid

Dosage Adults: One sachet in a tumblerful of water three times a day. A three-day course is normally sufficient. Not recommended for children

Contraindications History of convulsive disorders; caution in patients with liver disease. Patients should avoid excessive exposure to sunlight. Careful consideration before use in first trimester of pregnancy; small amounts may be excreted in human milk. Dosage of concurrent anticoagulant therapy may need to be reduced. May precipitate haemolytic reaction in G-6-PD-deficient patients

Warnings Action may be inhibited by presence of other antibacterial substances. Interferes with copper-reduction tests for glycosuria, with estimation of urinary 17-keto-steroids, and with assay of urinary vanilmandelic acid

Side effects Gastrointestinal effects and subjective visual disturbances have been reported. Stop treatment if skin rashes occur

Pack Carton of nine 7g sachets (£2.60 trade)

Supply restriction Prescription only
Issued February 1981

Alcomycin eye drops

Manufacturer Alcon Laboratories (UK) Ltd, Imperial Way, Watford.

Description Sterile, clear, colourless to slightly straw-coloured solution. It contains gentamicin sulphate

equivalent to 3mg/ml of Gentamicin base, as a sterile, isotonic, buffered solution preserved with 0.01 per cent benzalkonium chloride.

Indication Broad spectrum bactericidal antibiotic for use in external ocular infections.

Dosage One to two drops instilled topically into conjunctival sac every four hours or as necessary.

Contraindications Hypersensitivity to any of its ingredients

Precautions Prolonged use of antibiotics may result in the growth of non-susceptible organisms, including fungi. If new infections appear during treatment the drops should be discontinued.

Storage Store away from heat. Do not freeze. Keep the container tightly closed. Discard contents one month after opening

Side effects Occasional transient irritation may occur.

Packs 5ml in Drop-Tainer dispensers 5 (£0.97 trade)

Supply restrictions Prescription only
Issued February 1981

Ostobon deodorising powder

Coloplast have launched Ostobon—a deodorising powder for use in ostomy appliances.

Ostobon (22g, £1.40 trade) is an odourless powder which devours smells by oxidation. As it deodorises it also



regenerates, providing protection throughout the life of the bag, during draining, and when changing the bag. *Coloplast Ltd, Somersham Road, St Ives, Huntingdon, Cambs PE17 4LN.* ■

Antepar in 28s

The Wellcome Foundation Ltd have announced that packs of 20 Antepar tablets are to be replaced by packs of 28 (£2.55, £1.48 trade).

The Wellcome Foundation Ltd, Crewe Hall, Crewe, Cheshire CW1 1UB. ■

Tanderil packs

Geigy Pharmaceuticals are to replace the 1,000 tablet pack of Tanderil tablets with a 500 pack (£13.84 trade) at the beginning of March. *Geigy Pharmaceuticals, Wimblehurst Road, Horsham, West Sussex RH12 4AB.* ■

Ancoloxin tablets

Duncan Flockhart have announced that Ancoloxin tablets are now a prescription-only medicine. *Duncan, Flockhart & Co Ltd, Birkbeck Street, London E2 6LA.* ■

Budget-priced SX-70s from Polaroid

Three low cost SX-70 cameras are being introduced by Polaroid this Spring, coinciding with the availability of the new Polaroid Supercolor Time-Zero SX-70 film (£4.99).

Two of the cameras, the Button (around £15) and the Instant 1000 (under £20), are fixed-focus models combining "simplicity of operation" with SX-70 film. Focus-by-sound has been incorporated into the third camera—the Supercolor AutoFocus 3500 (around £50)—a compact, non-folding model that focuses itself by inaudible sound waves as the shutter button is pressed.

The Instant 1000 may be used with the Polatronic 1 electronic flash, and Polaroid are offering both in a "combi-pack".

The camera weighs 420 grams and is carried by either the attached neckstrap or in the palm of the hand. Immediately a film is loaded, the camera's shutter button automatically retracts, preventing accidental exposure.

The Button is styled in silver grey with complementary dark grey front and black trimmings. It weighs 420 grams and is sized 14x10.5x9cm.

The Supercolor AutoFocus 3500 is an economy model of the model 5000, first introduced two years ago. Within the camera is an ultrasonic transducer emitting high-frequency inaudible sound waves that travel from the camera to the subject and echo back to the transducer. Computer circuits



in the camera measure the travel time of the waves and translate time to distance, instantly setting the camera's lens to focus position.

This model uses the Polatronic 5 electronic flash for indoor photography or outdoor "fill-in" flash and both camera and flash are available in a combi-pack. Ten-shot flashbars are also accepted.

A ten-shot pack of Supercolor Time-Zero SX-70 film includes an integral Polapulse battery, providing power for all camera functions—including automatic focus. *Polaroid (UK) Ltd, Ashley Road, St Albans, Herts.* ■

and eau de toilette atomiser (50ml, £7.50; 100ml, £11.26).

Nutribel skin cream is described as the product of five years research by the Lancôme scientists. Suitable for all skin types and all ages Nutribel, say Lancôme, can be used during the day, either under make-up or alone having a threefold effect of nourishing, acting against dehydration and moisturising.

Lancôme say their patented formula of oil of jojoba and vitamin F in Nutribel maximises the nourishing properties of the product, providing a fluid, smooth emulsion.

Nutribel will be available in June in 40ml tubes (£5.45) and 75ml bottles (£9.75). *Lancôme (England) Ltd, 14 Grosvenor Street, London W1.* ■

Hydra-Mat II added to ICML lens range

ICML have added the Hydra-Mat II contact lens cleansing system into the range of Barnes-Hind products they market.

The Hydra-Mat II (£4.80) combines cleaning solution with a mechanical agitator and is suitable for hard, soft or CAB lenses. The agitator contains two baskets for the lenses, which after soaking, can be agitated to dislodge any debris, such as proteins, fats, oils and cosmetics, and then rinsed with the intensive cleaner (90ml, £3.06) or potable water.

ICML, 51 Boreham Road, Warminster, Wilts. ■

Henna shampoo offer

From mid-March, limited stocks of Henara Henna gloss shampoo (375mls) will be supplied with a free small bottle (105mls). *Henara Hair Health Ltd, Classic House, 174 Old Street, London EC1V 9BP.* ■

ON TV NEXT WEEK

Ln	London	WW	Wales & West	We	Westward
M	Midlands	So	South	B	Border
Lc	Lancs	NE	North-east	G	Grampian
Y	Yorkshire	A	Anglia	E	Eireann
Sc	Scotland	U	Ulster	CI	Channel Is

Ajax cream cleanser:	All areas
Alka Seltzer:	All areas
All Clear shampoo:	All areas
Anadin:	All areas
Barclay Enterprise:	Lc M
Colgate Dental Cream:	All areas
Cyclax products:	All areas
Dentu-creme:	Ln, Y, NE, WW, A
Farley's Rusks:	All except E, CI
Gillette Slalom:	All areas
Hcinz baby foods:	All except U, We, E, CI
Hermesetas:	All areas
Jeyes Thick Parazone:	All except Lc, WW, We, CI
Kleenex toilet tissue:	All areas
Palmolive soap:	Ln, M, WW, Y, NE, Lc, Sc, G
Peaudouc:	All except U, CI
Paddi Cosifits:	All except E
Philips Small Appliances:	Ln
Selsun:	Y, NE
Slender Bars:	L, M, Y
Slimgard Hot Savoury:	Lc, M, Y, NE

Lancôme perfume and skincare

A new skin cream and perfume are to be launched by the French Quarter. Envol, a French perfume from Ted Lapidus contains among its ingredients daffodil, carnation and incense with spicy fresh notes of oil of cascarilla, coriander, peppers, sandalwood and guaiac oil from the Argentine.

Packaging comprises octagonal perfume bottles in deep blue opaque glass, crossed with a gold streak and capped with a round gold stopper.

The eau de toilette and atomiser packs reflect a similar theme.

The Envol range, which will be available in May, comprises perfume (4oz, £14.25; 1/2oz, £21.40), eau de toilette (50ml, £8.95; 100ml, £13.60)

Gillette launch 'self-adjusting' conditioner for all hair types

Gillette personal care division are to launch Silkience (100ml, £0.90 and 200ml, £1.30). Silkience is a self-adjusting conditioner that "automatically conditions where the hair needs it."

The product, formulated for all hair types, is to go national immediately supported by a £1 million advertising campaign running until November and a free sampling programme covering 30 per cent of all UK homes. Other activity includes media sampling in women's magazines with a total circulation of 2½ million, POS trial offers, merchandisers and special promotions. In all £1½m will be spent promoting Silkience in the first twelve months.

The UK conditioner market, Gillette say, is currently worth £23.5m, trebling in size over the past three years. Yet UK consumer usage is low compared to the USA and Europe. Silkience, the company says, was a runaway success in the USA when it was launched in 1979 and in 18 months has become the number two brand in the £160m US market. Gillette are aiming for UK market leadership within two years of launch. Counter merchandisers,



shelf strips and headcards will be available for POS. Packaging is pale grey plastic with blue graphics.

"There is no doubt about there being a great opportunity in the hair conditioning market nor about our determination to succeed," says Roger Crudginton, marketing manager, Gillette personal care division. "We feel that the fact that Silkience is a self-adjusting conditioner and therefore has only two variants is not only appealing to the consumer but also of great importance to the trade as it greatly reduces inventory problems." *Gillette (UK) Ltd, Isleworth, Middlesex.* ■

selection of products will be available in the members promotion. These products will be included in a second window poster and are—Poligrip super, Aqua Ban tablets, Marigold extra gloves, Wet Ones for Baby, Steradent tablets and powders, Discover 2, Farley Rusks, Slender, Slender 6 day diet, Sweetex, Kewells, Lanacane, Optrex lotion and eye drops, Clearine eye drops, Allurell hairspray, Johnson's baby powder, Foamy, Style, Kotex Simplicity, Fastidia and Dettol. *Unichem Ltd, Morden, Surrey.* ■

March promotions: Vestric

Vestric promotions for March are—Allurel hairspray, Body Mist, Bristows hairspray, Dentu-creme, Elnet hairspray, Gillette GII blades, Imperial Leather soap, Kleenex tissues, Lil-lets, L'onglex nail polish remover, Mum rollette, Pears shampoo, Perform conditioner, Steradent tablets and powder, Suleo shampoo, Tampax, Tender Touch, and Ultrabrite. *Vestric Ltd, Runcorn, Cheshire WA7 5AP.* ■

Unichem

Unichem products on offer from March 2-27, are Snugglers, Colgate Dental Cream, Mum complete and refill, Vosene, Brylcreem, Wilkinson Sword Handy and Swivel disposable razors and double-edge blades.

From March 16-31, a further

Baby wipes added to Tender Touch range

Pre-moistened wipes are to be added to the Tender Touch range of products (70 wipes, £1.25). Research by Smith & Nephew into the "wipes" market found a high degree of acceptance of this type of product both for babycare and for the rest of the family.

They feel this sector of the market is directly compatible with the existing range of Tender Touch.

On the positive side, the mothers interviewed felt that "wipes" were convenient for baby particularly when water was not available, such as on car journeys and picnics and also as a "mess-mopper" in the home. Some mothers however also thought that in normal babycare situations "wipes" were possibly too strong for the delicate skin of the baby's face and bottom. Other comments were that "wipes" could become entangled and that there was an uneven distribution of moisture content through the tub.

Smith & Nephew believe that Tender Touch baby wipes overcome these problems whilst retaining the benefits. The new product is described as being pre-moistened but not wet and although mild with a delicate fragrance capable of effectively mopping up any mess.

Smith & Nephew estimate the "wipes" market to have doubled each year for the past two years and to now be worth £4-5 million.

Tender Touch baby wipes will be supported by a £250,000 advertising campaign starting in April and running through to September in, amongst others, *Woman's Own, Mother & Baby, Family Circle* and *Living*. A range of POS and display material will be available together with an introductory launch bonus. *Smith & Nephew Ltd, Welwyn Garden City, Herts.* ■

Barclay

The Barclay Enterprise promotion commencing March 9 for four weeks comprises Gillette GII blades, Right Guard, Cosifits, Lil-lets, Perform, Head & Shoulders, Kleenex, Limits, Macleans toothpaste, Lucozade and Enterprise nappy liners. *Barclays, PO Box 97, 19c Orgreave Close, Sheffield.* ■

Orajel supplies

Supplies of Orajel toothache gel have been disrupted and orders are unable to be met at present. It is hoped however that the situation will be remedied within the next two months. *J. Pickles & Sons Ltd, Pickles House, Church Lane, Knaresborough, N. Yorks HG5 9AS.* ■

Kodak

for the third successive year
have presented their
coveted annual quality award
for film developing
to Napcolour.

This means a lot to Napcolour
but it means even more to YOU.
Better quality means
better value, and Napcolour
quality is only available
through the retail trade.

NAPCOLOUR
CHESTER
LABORATORY
1978

NAPCOLOUR
CHESTER
LABORATORY
1980

NAPCOLOUR
ORMSKIRK
LABORATORY
1979

KODAK
AWARD WINNERS
for quality film developing



For details
of the
Napcolour
services

Contact:

HAL BRISCOE, Marketing Director,
Napcolour House, Chichester Street,
Chester, CH1 4QA. Tel: Chester 378800

Name _____

Address _____

KODAK QUALITY
AWARD WINNERS

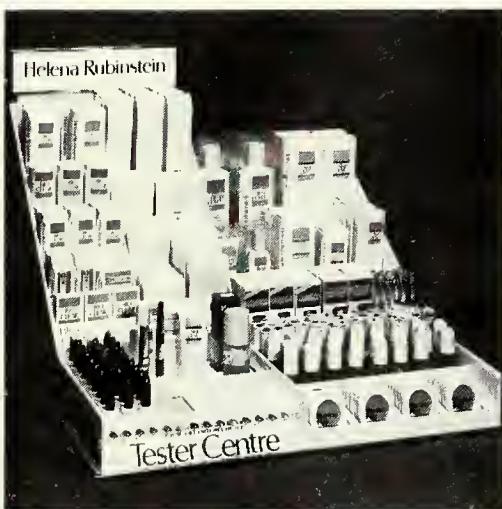
1978 1979 1980
QQQ

Rubinstein aim to improve relations with independents

Helena Rubinstein are adopting a more supportive role towards independent pharmacies "in order to improve their standing in this vital segment of the market". The basic policy shift is in the stimulation of impulse purchases in outlets not backed up by Rubinstein consultants.

As a step towards this objective they are introducing a self-selection merchandiser and tester designed for their franchised independents. The unit holds the faster moving lines of skin care and make-up products, and can be bought in for £232.

In order to assess the viability



of the merchandiser, Rubinstein tested it over a six week period in a cross-section of independents located throughout the country. Impressive results are claimed: 67.8 per cent increase in unit sell-through for make-up and 16.4 per cent increase for skin-care products—a total unit

sales increase of 53.1 per cent.

Complementing the merchandiser is a new range of powder eyeshadows (C&D, last week, p338) specifically aimed at the chemist outlets. Shadow Plus also comes in a self-selection unit with testing facilities.

The company currently has 1,040 franchised outlets which includes 600 independent and multiple pharmacies (excluding Boots). No extension of franchise is currently envisaged.

Minimum opening parcel is £900, split 50 per cent skin care, 35 per cent cosmetics with the remainder made up of other products—sun preparations etc.

□ From March to July free samples of Skin Life products will be offered for testing, through Rubinstein consultants whilst stocks last. *Helena Rubinstein Ltd, Central Avenue, West Molesey, Surrey KT8 0RB.* ■

be available on all sizes. *Elida Gibbs Ltd, PO Box 1DY, Portman Square, London W1A 1DY.* ■

Elida relaunch Pears shampoo new design

Pears shampoo has been both reformulated and repackaged. With a fresher perfume and packaging which incorporates a new label design and screw cap the shampoo will be supported by a television advertising campaign starting in late March and repeated in July. A women's Press campaign is scheduled to run from May. In all £1 million has been allocated to support the shampoo and as an introductory offer discount will



Soft hairspray for 'classic styles'

Soft classic hairstyles are dominating the eighties say Chesebrough-Ponds and need a special hairspray which "will allow the hair to move naturally, yet retain the shape and style all day long."

The company has therefore introduced Rave soft hairspray which is claimed to have become the fourth most popular hairspray in America since its launch 18 months ago. The hairspray is said to be ideal protection against humidity which can turn hair frizzy, and perfect for use with heated rollers, curling tongs or a blowdryer.



In two sizes (180ml, £1.18 and 280ml, £1.56) it is available in normal and extra hold variants. Packaging comprises a brown and cream container with the Rave soft perm graphic design. The question and answer format used for the perm has also been used on the back of the hairspray pack to communicate consumer information.

A £700,000 advertising campaign starts with a national television burst in March backed up by women's Press advertising in April and May together with magazine features, beauty forums and competitions.

To encourage trial usage '10 pence off' coupons are to be distributed to 10 million homes and are to be featured later in the year on Rave soft perm packs. A pre-packed display unit containing 18 packs and shelf strips will be available at POS. *Chesebrough-Ponds Ltd, Victoria Road, London NW10 6NA.* ■

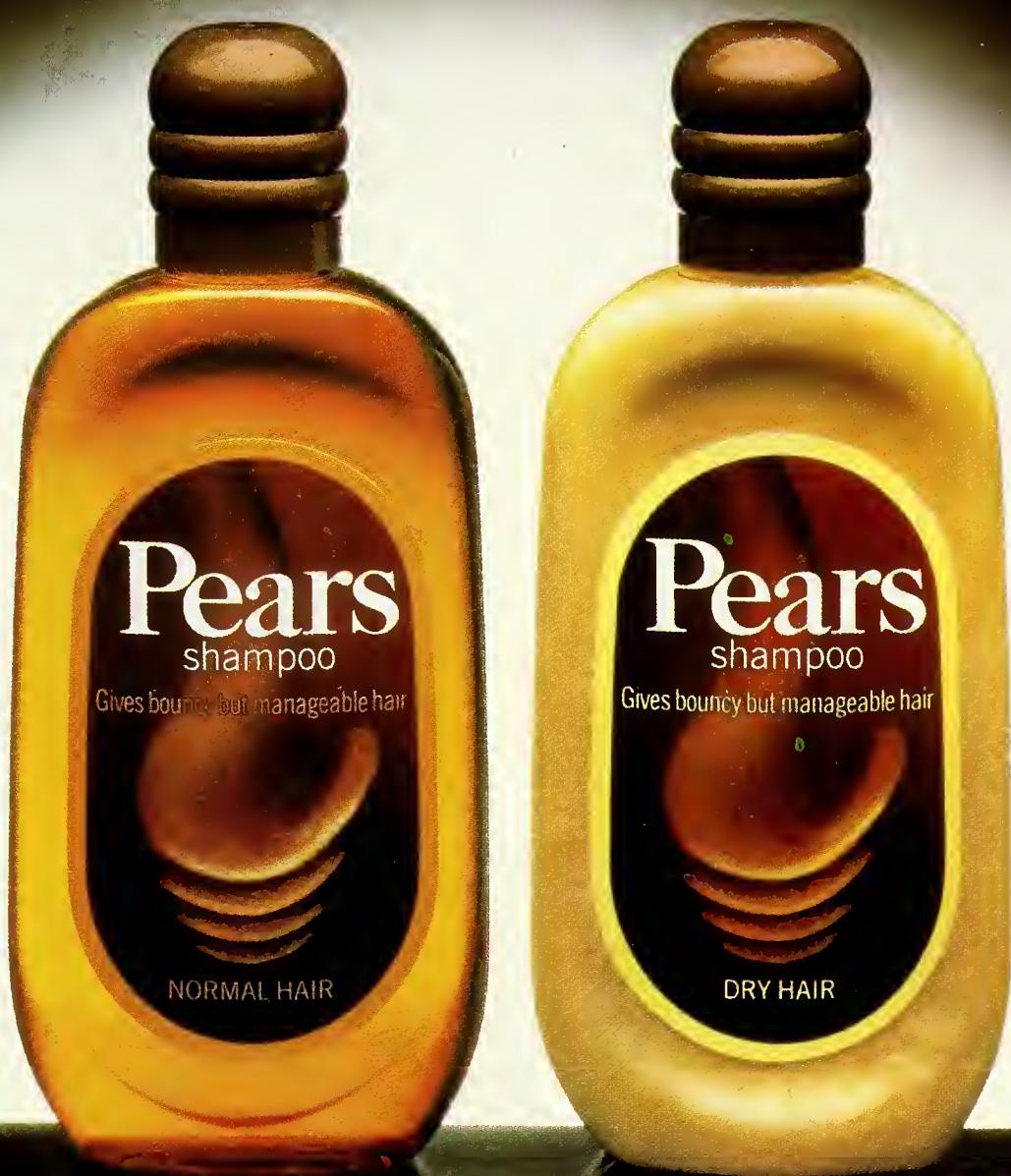


Now, new Pears Shampoo is offering even more to your customers than ever before. There's a brand new formula and completely re-designed packs.

We expect sales for 1981 to be worth £6.5m, and it's no wonder. It's getting a big lift with £1,000,000 of massive national TV support, backed by a women's press campaign.

And there's a special introductory offer. A low priced discount on all sizes for you and your customers.

With new Pears, your profits will be in for a real boost.



The bounce in new Pears will put life in your profits.



Elida Gibbs.
The brands that mean business.

Now we've got a com that'll stand out

For years, we've been the best seller in plastic plasters with Washproof and Clear.

But now we're getting stuck into the fabric market with the launch of new Flexible Fabric.

Which we've specially developed with knees and elbows in mind.

It keeps out water for as long as possible. Stays put without fraying easily and leaves minimal adhesive on the skin.

In fact it's everything you'd expect from Johnson and Johnson.

So with new Flexible Fabric, we now have the first complete range of first aid dressings.



plete range of plasters like a sore thumb.

All with our unique cushion pads.

And to make sure your customers take notice, we've repackaged all three.

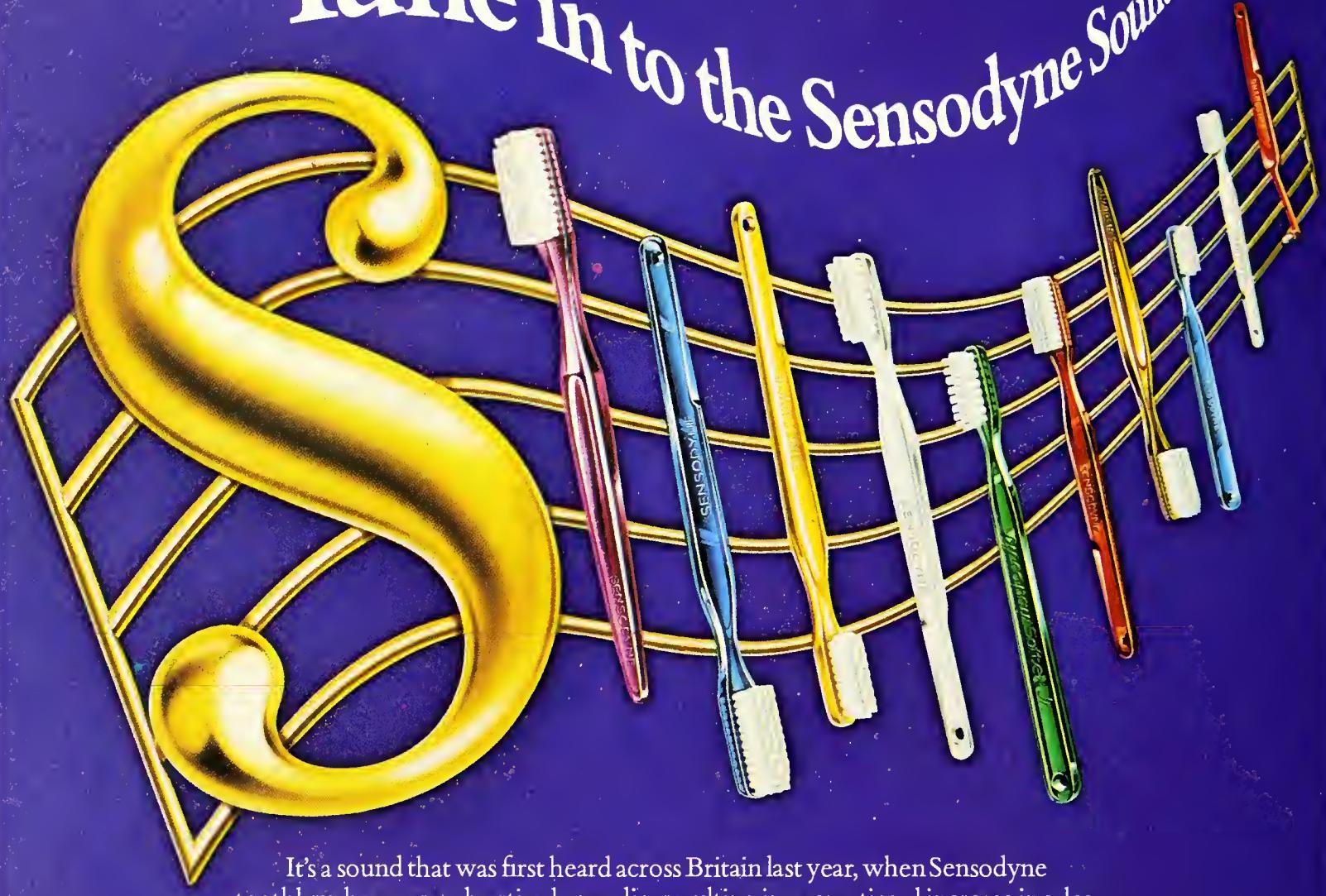
To make finding the right plaster more of a certainty and less of an accident.

With a coupon promotion in the national press during March and a scissors promotion on the Flexible Fabric pack, you'd be cutting your own throat *Johnson & Johnson* not to order now.

© Johnson & Johnson Ltd, Slough, 1981.



Tune in to the Sensodyne Sound...



It's a sound that was first heard across Britain last year, when Sensodyne toothbrushes were advertised on radio, resulting in a sensational increase in sales.

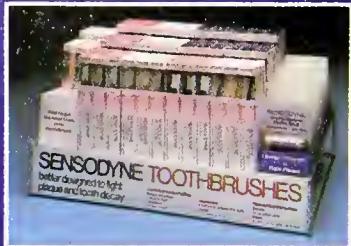
It's the sound of people happily brushing their teeth with Sensodyne toothbrushes – and if you happen to be selling toothbrushes, it's the happy sound of the cash register clocking up sales.

Now the Sensodyne Sound is abroad again, with a new radio campaign due to break in April and run through into May in all the radio stations in the ILR network. And to make the sound even more like music to your ears, Sensodyne toothbrushes are on bonus now. Our representative will be calling with details of the bonus terms and our special package deal with free display unit. Alternatively, call us on Hatfield 61151 for details.

Sensodyne Toothpaste, another high-flyer from the Sensodyne stable, is also on bonus for the same period.

We're continuing to promote Sensodyne products heavily to the dental profession, with year-round press advertising, lots of direct mail and high-priority presentations by our dental representative force.

That's a lot of action. Why not get a piece of it now, when the terms are so good?



Sensodyne Toothbrushes *-simply the best*

Stafford-Miller Ltd., Hatfield, Herts. Telephone Hatfield 61151

Victoria Plum toiletries from Richards & Appleby

Richards & Appleby are to introduce a range of toiletry items based on the Victoria Plum series of books written by Angela Rippon (see *C&D* December 6, p900).

Initially the company is introducing three products: a duo transfer soap pack (2 x 75g, £1.25) a foam bath (250ml, £1.55) and a dusting talc (100g, £1.99). All three have been designed to reflect the character's image having a soft pink packaging theme featuring the little fairy in her woodland clothes.

The Victoria Plum soaps are soft pink with a fairy transfer, a fluffy light pink powder puff comes with the dusting powder and the foam bath has a dark pink bow on the outer hexagonal shaped box. All three products are fragranced with wild rose and will be available in March to



coincide with the book publication date.

Richards and Appleby are offering a Victoria Plum parcel containing a dozen of each product and an attractive display merchandiser (£36.57). *Richards & Appleby Ltd, Gerrards Place, East Gillibrands, Skelmersdale, Lancs WN8 9SU.* ■

Lancôme into 1981

Lancôme will be repeating their Progressive skin improvement plan—based on the Progrès range—in 1981.

The first stage of the plan commences at the end of March with a 50ml jar of Progrès (£6.85) and a complimentary trial size of Progrès contour des yeux. Phase two at the end of April, offers Progrès contour des yeux (£8.45) with a free trial size of Progrès pour le cou. At the end of May phase three (£6.85) comprises a 25ml Progrès pour le cou with a free 20ml Progrès pour le corps.

The difference for 1981 is in phase four commencing at the end of June, when a 125ml Progrès pour le corps (£7.95) will be presented with a complimentary 20ml tube of Progrès. All customers who complete the course will have had the opportunity to collect stickers for their Progress card entitling them to a 42gm Climat, Magie Noire or ô de Lancôme eau de toilette spray of their choice.

Lancôme have also introduced a leaflet to be available at the beginning of April helping women make the most of their eyes. "Lancôme makes eyes" shows how to recognise and

overcome basic eye "faults" and the application of eye make-up is simplified into a step-by-step illustrated guide.

While stocks last, Lancôme are offering an uncartoned Maquicils mascara for £2.45 (normal price £3.60). *Lancôme (England) Ltd, 14 Grosvenor Street, London.* ■

Radox competition

Nicholas Laboratories are launching a nationwide competition to find Miss Radox Bouquet

Selected contestants will be invited to a series of regional lunches to be held at the end of April and six contestants will go through to the final to be held in London on May 18.

The competition is open to anyone from the UK, aged 16 or over. Entries enclosing a recent black and white photo, details of age and occupation, colour of eyes and hair, height, measurements and general interests to arrive by April 17, should be sent to 'Miss Radox Bouquet', for the attention of Christine Ball, publicity manager. *Nicholas Laboratories Ltd, 225 Bath Road, Slough, Berks.* ■

Philips promote to 'young' market

Philips campaign accompanying the relaunch of their Philishave range (*C&D* January 24, p162) continues with a rugby/football wallchart promotion to 10,000 secondary schools.

Each set has three full colour football and/or rugby wallcharts featuring Steve Coppell and Gareth Edwards

Philips are also running a "Spot the Ball" free entry Philishave competition in *Shoot* and in the



February editions of *Rugby World* and *Rugby Post*. Every entrant under 25 years of age, receives a £3 reduction on the purchase of any triple-headed Philishave. First prize in the competition will be a Philips 2020 video cassette recorder, and 10 runners-up will receive a Philishave.

A four week national television campaign starting on April 6 will feature a new 30 second "No two faces" commercial. Philips say that 25 per cent of men over 16 use electric shavers exclusively and this market is worth £28m per year.

The target group is identified as the 52 per cent of men over 16 who wet-shave only and the remaining 23 per cent, who both wet and dry shave.

Philips stock-plan indicates a split of mains razors (50 per cent), battery (30 per cent) and rechargeable (20 per cent). *Philips Small Appliances, Drury Lane, Hastings, East Sussex.* ■

Undercover supplies

Cuticura Laboratories are now distributors for all lines in the Undercover Products range. *Cuticura Laboratories Ltd, (Undercover Sales Office), Cordwallis Trading Estate, Maidenhead, Berks.* ■

Market survey—9pc fall in demand

Demand for cosmetics and toiletries declined by 9.1 per cent in the twelve months to June 1980. Sales for the period amounted to £550m, an increase of 7.7 per cent compared to the corresponding period a year ago, but prices rose by 16.8 per cent thus negating the sales increase in money-volume terms.

All seven categories recorded money-volume decreases: make-up (-2.1 per cent), skin care (-4.4 per cent), dental preparations (-5.1 per cent), toiletries (-6.6 per cent), fragrances (-11.1 per cent), hair preparations (-11.2 per cent) and men's products (-23.6 per cent).

Press campaign for 'weekend' gardener

Jeyes are to run a Spring Press campaign for Jeyes Fluid which will include for the first time television advertising, promoting the product to the less enthusiastic "weekend" gardener.

The television campaign comprises 30 spots in the Westward region running from March 16-April 20. With the copy line "The simple solution to so many garden ailments", the uses of Jeyes Fluid in preventing pests and diseases are told in a jingle sung to the tune of "In an English country garden".

The Press campaign with the same copy line will appear during February

Advertising expenditure on Press and television during the period stood at £45½m, a 2 per cent increase, although rates are estimated to have risen by 15-20 per cent.

Looking to the future, the report believes that the first six months of 1981 are going to be much like the last six of 1980—a period which they describe as lacking any real retailing liveliness. The necessary trigger, the report says, may well come in the second six months of the year when we may see the Government easing restrictions as they begin thinking about the run up to the next General Election. *"The Silver Book—a review of the cosmetic and toiletry preparations market, June 1980"*. John Hogston Associates Ltd, 23 Golden Square, London W1. ■

and March in *Amateur Gardening*, *Popular Gardening*, *Garden News* and *Practical Gardening*. A second advertisement will appear in later issues, featuring a 10p coupon redeemable against the purchase of any size can of Jeyes Fluid. Jeyes Ltd, Brunel Way, Thetford, Norfolk. ■

Mascara pack

Optique have introduced a pack of 24 mascaras to complement their range of cosmetics for contact lens wearers and sensitive eyes.

The pack contains 12 ebony, 8 mahogany and 4 navy mascaras (£1.65 each). Once opened, the box forms a display unit. Richards & Appleby Ltd, Gerrard Place, East Gillibrands, Lancs. ■

Supercolor SX-70 film now available

Polaroid's Supercolor SX-70 film is now available. Demonstrated at Photokina last autumn, the film is characterised by its rapid development speed (about four times faster than current SX-70 film) and its "crisp, clean colours—the result of redesigned film structure and new photographic chemistry". The price will be the same as the previous SX-70 single pack.

Polaroid are also enabling dealers to purchase the new film packaged in existing SX-70 boxes marked with a blue dot. This film is from initial production runs and is available with an expiry date of July 1981. Because of the shorter dating, prices will be cut.

The special offer on SX-70 Twinpack film is continuing with the suggested price reduced from £9.55 to £8.93. Polaroid say that the original SX-70 film will be available until mid-summer. Polaroid (UK) Ltd, Ashley Road, St. Albans, Herts. ■

Innoxa additions

Innoxa are to introduce On and Off hair removing cream (70g tube, £1.50) available in display packs of one dozen. Kohl eye pencils are also now available from Innoxa in four shades, brown, black, dark brown and dark grey. Launch stocks will be provided with a counter display unit holding six units of each shade (£0.95 per unit). Both the depilatory and the eye pencils will be available from March 2. Innoxa, 202 Terminus Road, Eastbourne, Sussex. ■



Currently enjoying a successful FA cup run, Wolverhampton Wanderers have also shown enthusiasm for Mentholatum's Deep Heat spray. Interest in the product was shown by both players and physiotherapist—for quick pre-match warm-up's and "on the spot" pain relief—following a recent visit to the club by the company's managing director, Dr K. M. Henderson. Here, team member Peter Daniel is treated by club physiotherapist, John Mallen. Mentholatum Co Ltd, Longfield Road, Twyford, Berkshire

We'll give you a bigger bite of the action.

Slender Bars are a complete slimming meal replacement with a difference.

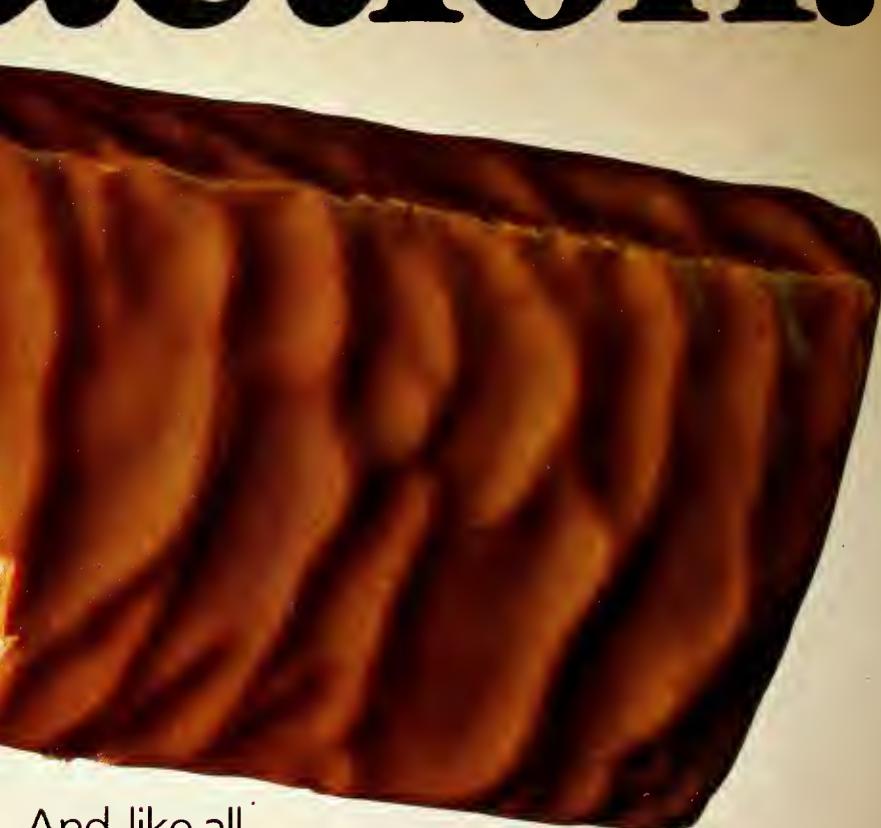
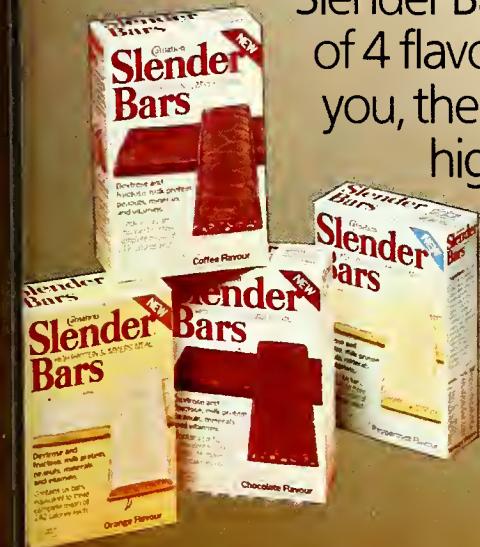
They give your customers something satisfying to get their teeth into.

And that helps them stick to their diets.

The market needs a product like Slender Bars. It's been the most successful new product launch ever in the slimming meal replacement market—but that's not all.

The market actually increased overall in every test area where Slender Bars were being advertised.

Slender Bars have a range of 4 flavours. They offer you, the chemist, the highest RSP cash margin of any slimming product.



And, like all Slender products they're available exclusively through the chemist trade.

From February, your customers will be seeing a full advertising support programme, featuring a new 30-second TV commercial.

Make sure they can see Slender Bars on your shelves, too. And cash in on the successful new product in the slimming market.

New Slender Bars from Carnation. The diet you can get your teeth into.



MARCH '81 M

Available from 2nd – 27th

Offer trade price per pack
(Ex. VAT)

Brylcream

140ml 12's

4.455

Colgate Dental Cream

Standard 12's

1.703

Large 12's

2.484

Mum Complete

30ml 12's

4.122

Mum Refill

30ml 12's

3.753

**When it comes
come to UniChe**

hem

NEY MAKERS

1981 (While Stocks Last)

**EXCLUSIVE
TO UNICHEM
MEMBERS**

Snugglers

Toddler	12's	15.768
Super Daytime	12's	15.00
Overnight	12's	12.72
Newborn	16's	12.06

Yosene

160ml	12's	5.04
60ml	12's	2.68

Wilkinson Sword

Handy Disposable Razor	40's	7.623
Swivel Disposable Razor	20's	6.30
Double Edge Blades	50's	14.54

1981

Send off this coupon.

I am an independent retail pharmacist and would welcome more information about UniChem.

Name _____

Address _____

Date _____

Send to: UniChem, Crown House, Morden, Surrey,
SM4 5EF

CD381



**Britain's No.1 toothpaste is
No.1 in the fight against decay!**



Britain's No.1 toothpaste for 25 years, Colgate has prevented more cavities than any other British toothpaste.

And we're proud of it.

We're proud too of the technological achievement which has enabled us to contribute to better oral hygiene for our country's children.

There's no better safeguard against tooth decay than Colgate with its advanced fluoride system.

And we're supporting Colgate Dental Cream in 1981 with the kind of advertising and promotions you'd expect from Britain's No.1 toothpaste.

**Colgate runs rings
round all other toothpastes.**

PRODUCT		PACK	LIST PRICE PACK	QUANTITY REQUIRED
DIAZEPAM TABLETS BP	2 MG	500	£1.75	x 500
		1000	£3.50	x 1000
	5 MG	500	£2.25	x 500
		1000	£4.50	x 1000
FOLIC ACID TABLETS BP	10 MG	500	£4.00	x 500
		1000	£8.00	x 1000
FRUSEMIDE TABLETS BP	5 MG	500	£0.90	x 500
		1000	£1.75	x 1000
HALOPERIDOL TABLETS BP	20 MG	1000	£11.50	x 1000
	40 MG	1000	£14.00	x 1000
	0.5 MG	100	£1.15	x 100
		1000	£10.70	x 1000
	1.5 MG	100	£1.35	x 100
		1000	£18.50	x 1000
	5 MG	100	£5.15	x 100
		1000	£50.75	x 1000
HYDROCHLOROTHIAZIDE TABLETS BP	10 MG	100	£10.00	x 100
		1000	£99.50	x 1000
IMIPRAMINE TABLETS BP	25 MG	1000	£2.40	x 1000
		5000	£12.00	x 5000
INDOMETHACIN CAPSULES BP	25 MG	500	£14.40	x 500
	50 MG	100	£5.50	x 100
METHYLDOPA TABLETS BP	250 MG	1000	£27.50	x 1000
	500 MG	500	£27.50	x 500
METRONIDAZOLE TABLETS BP	200 MG	21	£0.65	x 21
		250	£6.50	x 250
NICOTINAMIDE TABLETS BP	50 MG	1000	£1.50	x 1000
	50 MG	1000	£1.50	x 1000
NITRAZEPAM TABLETS BP	5 MG	500	£3.95	x 500
	5 MG	1000	£7.90	x 1000
OXYTETRACYCLINE TABLETS BP	250 MG	1000	£8.70	x 1000
	250 MG	1000	£10.95	x 1000
PENICILLIN V-K TABLETS BP	100 MG	1000	£2.50	x 1000
	200 MG	1000	£4.75	x 1000
PHENYLBUTAZONE TABLETS BP	5 MG	500	£2.75	x 500
	5 MG	1000	£5.50	x 1000
PREDNISOLONE TABLETS BP	10 MG	500	£2.75	x 500
	10 MG	1000	£5.50	x 1000
PREDNISONE TABLETS BP	5 MG	500	£2.75	x 500
	5 MG	1000	£5.50	x 1000
PROMETHAZINE HCL TABLETS BP	25 MG	1000	£3.00	x 1000
	25 MG	1000	£6.00	x 1000
PROPANTHELINE TABLETS BP	15 MG	1000	£3.40	x 1000
	15 MG	1000	£6.80	x 1000
PROPRANOLOL TABLETS BP	10 MG	500	£5.88	x 500
	10 MG	1000	£11.76	x 1000
	40 MG	500	£21.06	x 500
	40 MG	1000	£42.12	x 1000
QUINIDINE SULPHATE TABLETS BP	200 MG	100	£4.85	x 100
	200 MG	250	£11.90	x 250
	200 MG	500	£23.65	x 500
QUININE BISULPHATE TABLETS BP	300 MG	500	£22.00	x 500
	300 MG	1000	£44.00	x 1000
SOLUBLE ASPIRIN TABLETS BP	300 MG	50	£0.22	x 50
	300 MG	100	£0.35	x 100
TETRACYCLINE TABLETS BP	250 MG	1000	£9.35	x 1000
	250 MG	500	£4.67	x 500

EMPTY, HARD 2 PIECE GELATIN CAPSULES

Size	Price per 100	Price per 1000	Price per 1,000 for Orders over 5,000
000	£2.50	£17.00	£15.00
00	£2.00	£16.00	£14.00
0	£1.00	£5.50	£5.00
1	£0.95	£5.00	£4.50
2	£0.90	£4.50	£4.00
3	£0.85	£4.00	£3.50
4	£0.80	£3.75	£3.30
5	£0.75	£3.50	£3.00

Name _____

Signature _____

Address _____

Date _____

Orders under £10 are charged 75p post & packing

PLEASE USE STAMP OR LABEL TO SHOW NAME AND ADDRESS CLEARLY AND SIGN ORDER

FREE POST

NO STAMP REQUIRED

FREE POST

M. A. Steinhard Limited

SETTLEMENT TERMS

5% discount for cash with order or payment within 7 days of receipt of invoice.

QUANTITY DISCOUNT*

10% off Orders £100 and over

*Quantity discount is not available on Bonus Offers.

ACCOUNTS

30 days nett.

MAKE MAXIMUM USE OF SETTLEMENT TERMS AND QUANTITY DISCOUNT

PRODUCT	LIST	PACK	LIST PRICE	PACK	QUANTITY	REQUIRED
ASCORBIC ACID TABLETS BP	100 MG 200 MG 500 MG	100 100 100	£0.30 £0.45 £0.95		x 100 x 100 x 100	
ASPIRIN TABLETS BP	300 MG	25 x 1dz 100 x 1dz	£0.98 per dz £1.80 per dz		x 1dz x 1dz	
PARACETAMOL TABLETS BP	500 MG	25 x 1dz 50 x 1dz 100 x 1dz 1000 5000	£1.84 per dz £2.82 per dz £4.65 per dz £3.20 £15.00		x 1dz x 1dz x 1dz x 1000 x 5000	
FERROUS GLUCONATE TABLETS BP	300MG	100 1000 5000	£0.25 £1.95 £9.50		x 100 x 1000 x 5000	
ZINC AND CASTOR OIL CREAM BP	100 GMS 250 GMS 500 GMS	10 10 1	£2.80 £5.70 £1.15		x 10 x 10 x 1	

BONUS! BONUS! BONUS!
NOW ONE PLUS ONE FREE

YOU WILL RECEIVE 1 FREE BONUS PACK FOR EVERY PACK ORDERED ON THE PRODUCTS PRINTED IN A RED BOX. ENDS 29th MARCH 1981

PRODUCT	PACK	LIST PRICE	PACK	QUANTITY	REQUIRED
ACETAZOLAMIDE TABLETS BP	250 MG 500	£0 £0.70 £5.95		x 50 x 500	
AMITRIPTYLINE TABLETS BP	10 MG 25 MG	1000 1000	£4.90 £9.50		x 1000 x 1000
AMPIICILLIN CAPSULES BP	250 MG 500 MG	500 1000 250 500	£13.90 £27.80 £13.90 £27.80		x 500 x 1000 x 250 x 500
AMINOPHYLLINE TABLETS BP	100 MG	500	£1.25		x 500
ASPIRIN & CODEINE TABLETS BP		25 50 100	£0.33 £0.52 £0.92		x 25 x 50 x 100
BENDROFLUAZIDE TABLETS BP	2.5 MG 5 MG	100 1000 100 1000	£0.35 £3.00 £0.45 £4.25		x 100 x 1000 x 100 x 1000
BENZHEXOL TABLETS BP	2 MG 5 MG	100 1000 100 1000	£0.60 £5.45 £1.20 £10.95		x 100 x 1000 x 100 x 1000
CHLORPHENIRAMINE TABLETS BP	4 MG	50 500	£0.20 £1.85		x 50 x 500
CHLORPROMAZINE TABLETS BP	25 MG 50 MG 100 MG	500 500 500	£1.45 £2.70 £4.40		x 500 x 500 x 500
CHLORPROPAMIDE TABLETS BP	100 MG 250 MG	250 500	£1.50 £11.00		x 250 x 500
CODEINE PHOSPHATE TABLETS BP	15 MG	100 250 500	£1.50 £3.75 £7.50		x 100 x 250 x 500
CODEINE PHOSPHATE TABLETS BP	30 MG	100 250 500 1000	£2.60 £6.50 £12.50 £24.80		x 100 x 250 x 500 x 1000
CODEINE PHOSPHATE TABLETS BP	60 MG	100	£5.20		x 100

COMMERCIAL premises have always been popular with thieves, and there were 242,855 burglaries in buildings other than those designated as "dwellings" during 1979. Such facts —to be found in the Report of Her Majesty's Chief Inspector of Constabulary 1979—prompted James Crane, the chief inspector, to write "... perhaps the time is approaching for the consideration of measures to ensure that basic crime prevention features are incorporated in building design".

Recognition that the problem is an increasingly important one is a hopeful sign, but, obviously, above and beyond the "normal" risk of a break-in, pharmacies have the added incentive for those in need of Controlled Drugs, either for their own consumption or for sale on the black market.

The National Pharmaceutical Association estimates that for every day of the year there is a drug-orientated burglary in a pharmacy somewhere in the UK.

The chief inspector's report does record a change in supply of opiates, with the development of a "substantial domestic black market in illicit heroin"—as opposed to the theft of such drugs from legitimate outlets and "over-generous prescribing by a few doctors". However, a corresponding rise of about 20 per cent in the number of addicts notified to the Home Office means that the development of a black market is unlikely to be reflected by a drop in the number of thefts from pharmacies.

The problem was highlighted recently in a case concerning a Home Counties pharmacist. When his Controlled Drug cabinet was destroyed—following the latest of several raids—he hid them in an unmarked box among the rest of his stock. The thieves were duly foiled on their next attempt. The result? He was fined £150 under the Misuse of Drugs Act for not keeping them in a designated place.

Another Midlands pharmacist was reprimanded by the Statutory Committee, having previously been fined by magistrates, after transferring CDs to a steel cabinet which he considered "more secure than the CD cabinet" following a previous burglary.

The other side of "shrinkage", occurs when the pharmacy is open for business. Security consultants, Lodge Services, break this down into the following categories: Internal theft by assistants etc 57 per cent; customer theft 22 per cent; back door (theft by

storemen, van drivers etc 21 per cent. The biggest problem would therefore seem to be staff theft.

Lodge point out that any member of the staff handling cash is open to a great deal of temptation, for dishonesty is to some degree a matter of opportunity, and assistants are presented with a great deal of opportunity. While there are other forms of dishonesty—customer collusion and goods theft—which assistants can indulge in, they say it is normally the cash which seems safer and is more tempting in the long run. Lodge believe the most inexpensive and effective way to check this form of theft is anonymous test purchasing, a service they can provide, with full documentation and, if necessary, staff interviews etc, but which for the smaller independent may be happily carried out by friends.

This is a point made in our feature article, most security precautions for small businesses are common sense. What is (expensive) is not accepting



the problem as a soluble one.

□ *Lodge Service have several regional offices. Head office: 59 St James' Street, London SW1A 1LB.* ■

Saving money need not cost you a fortune

The independent pharmacy is at greater risk with regard to security than the large multiple operator, says Frank Pegg, chief executive, Volumatic Ltd: "The reasons are obvious—lack of professionally trained security advisers; limited budget for security hardware and few, if any, staff training facilities". Here he looks at ways of minimising that risk.

Despite the problems an independent faces, there is a lot he can do to fight shop theft—and he can do it without spending a lot of money.

The first thing he must do is to appreciate the general high level of losses in the retail industry and the implications of this to his own store.

Estimates vary as to the amount lost by the retail trade through theft—customer theft, staff theft, delivery driver theft, dishonest paperwork, collusion and so on—but according to most reliable authorities, losses are now as high as £950 million per year. Some say that the inefficient retailer can lose as much as 6 per cent of his turnover. Remember this is a net profit loss, imagine it as pound notes taken from your shelves.

With his enlarged range of products including photographic

departments, in some cases hi-fi and radio, the pharmacy is an even more attractive target for the thief. All merchandise held on display, particularly health and beauty aids, have nevertheless always been an attraction to the young female store thief. Factors such as rising prices and increased national advertising fanning the flames of demand from a young, often unemployed public, will undoubtedly increase in-store theft. Retail statistics show that the shop thief is becoming younger, bolder and more skilled.

As a retailer, you must appoint yourself as your own chief security officer since you are responsible for your profit protection programme. You will need to have a clearly defined policy with regard to theft in your

Continued on p399

AQUA BAN'S BIGGEST EVER ADVERTISING CAMPAIGN IS NOW ON. SO STOCK UP OR SELL OUT!

POWERFUL NEW ADVERTISING

Last year's advertising was so successful we achieved the best sales ever. And at least 10% of those stocking Aqua Ban were out of stock and thousands missed out on this incremental profit opportunity. This year sales are going to be even better with our proven and tested advertising campaign.

So stock up now!

MILLIONS OF WOMEN WILL SEE OUR SELLING MESSAGE

Our new campaign is now running in most major women's magazines providing continuous advertising support throughout 1981.

A POTENTIAL MARKET OF 6½ MILLION WOMEN

These women provide the basis for a large, loyal and very profitable market for Aqua Ban. So be ready to profit from this new and unique sales opportunity.

AQUA BAN CAN BE DISPLAYED PROMINENTLY-FOR MORE PROFIT

Aqua Ban is on the general sales list so there's no reason why Aqua Ban cannot be given display prominence. Chemists who have done so have achieved a fourfold increase in sales!



Thompson Medical Company Limited,
P.O. Box 365, LONDON SW1P 1AA. For further information
—Phone Reverse Charge. 01-235 9811.

SO STOCK UP NOW AND BE READY TO MAKE MORE PROFIT WITH AQUA BAN THIS YEAR

SECURITY

Continued from p397

store. You must call in the police in every instance where you have discovered theft, whether it is by a customer or staff, and you must do this without any exception. The police will assist you in deciding whether a prosecution will take place or whether they will caution the thief.

Having once decided on this policy, then consider a simple security programme. One of the starting points should be communication with your employees. Let them know about the seriousness of the problem. Staff pilferage often results from poor communications between staff and management.

You should select your staff carefully, screening staff by actually taking up references is important. Make it quite clear to each member of staff that staff theft from you, the employer, is one of your biggest problems (a research document is available entitled *Employee Views on theft in Retailing**). Poor communications with staff can lead to resentment which can find expression in pilfering as a means of revenge against the employer.

Staff training

Staff should also be trained to think about security, to carry out security precautions, to be on the watch for shop thieves, who will recognise instantly a store that takes security seriously. The professional shop thief will often use devices to aid thefts and minimise the risk of being caught, for example, a large pocket sewn inside top coats, large parcels which, in fact, are empty and open at one end, they may even have a shoplifter's apron similar to a carpenter's apron with a pocket at the front. Shopping bags, knitting bags, umbrellas, prams, brief cases and loose clothing are all used to conceal stolen items.

You and your staff must learn that there are certain characteristics that help identify the shop thief. For example, heavy overcoats or raincoats worn in dry warm weather. An umbrella carried on a dry day, quantities of folded magazines or newspapers are all used as traditional equipment by the pilferer. Watch too for mannerisms that can be a clue to a thief—heavy perspiration though your store is cool, blushing, a startled look when observed, looking around the store frequently rather than at the merchandise and leaving the store in an unnecessary hurry.

Price ticket switching is another

trick if self-destructing labels are not used. Also as most retailers price their merchandise on the top of the article, we now have cap switching—unscrewing the cap from a small size and screwing it on to a large size—thereby hoping to get the large size for the price of the small. This is particularly true with health and beauty aids.

Surveillance is the most important single factor in deterring the shop thief who will not, of course, steal if he thinks he will be caught.

The first step is to cut to a minimum the privacy which the layout of your store may give the shop thief—hidden or dark corners and high gondolas or high display stands for example. Arrange the layout of your store as far as possible so that you have a good overall view of the store area.

One of the most popular methods of opening up hidden corners is the use of convex anti-theft mirrors, either static or moving.

Remember the object of security devices is to prevent shop theft rather than to catch the shop thief. The measure of your success and the effectiveness of your security methods is whether your losses are being cut, rather than the number of convictions. Whatever security equipment you use, you should have no hesitation in the liberal use of notices drawing the attention of the would-be thief to the security devices that are employed and that all thieves will be prosecuted.

You may consider installing sophisticated closed circuit television. If you do and have it linked to a video tape recorder, tape recorded evidence is accepted by the court and this will strengthen your case if you do prosecute. Many pharmacists are

now using simulated closed circuit television, this is far less expensive and yet has a powerful deterrent effect.

With regard to staff theft, your main consideration must be the honesty or dishonesty of cashiers. In all too many cases a cashier is employed without references and immediately allowed to handle large amounts of cash. You must have a cash handling procedure which includes spot checks at the cash positions every day, and of course at varying times, so that deficiencies are shown up immediately.

A further source of loss is through staff working in collusion with relatives or friends and failing to ring up goods. They may even be working a reciprocal deal with staff from another store. The only answer to this is surveillance and making staff fully aware of the consequences of their actions if they are caught. It is often a good idea to get one of your friends, relatives or perhaps a fellow retailer to carry out a test purchase in your store.

Back door loss

Another source of leakage is from the "back door". Often the job of checking in goods is left to an elderly person or perhaps a junior who has just joined your company, yet the importance of this function must not be overlooked. It is essential that goods are received correctly in the right quantity. Whoever is receiving goods at the back door must be a person of strong, firm character, who will not be harassed by drivers. It is also important that they ask the driver to sign the delivery note to state that he has delivered the quantity that is on the delivery note. Drivers do not like putting their name to a piece of paper if they have a "fiddle" going on.

Another source of loss is often by a badly organised stock room. Losses will soon swell in a disorganised and poorly controlled stock area. If possible it is a good idea to carry out price marking in the stock room. I appreciate that this is not always possible, but do remember that price marking equipment is security equipment. If labels and other price marking tools are left in the sales area they can be stolen and the thief can produce his own labels and bring them into the store to stick on to your merchandise. It is also essential that all labels and price marks on merchandise identify your store.

Careless or deliberately dishonest paperwork can also lead to losses. It is important that you check most carefully all your paperwork to ensure that the goods ordered, goods delivered and the goods invoiced to you all

Continued on p400



SECURITY

Continued from p399

tally. Damaged goods and returned items should be sent back as quickly as possible to your wholesaler or manufacturer and a correct credit note obtained.

As retail methods change from the original totally cash society to a more cashless society so the problems of the retail pharmacist will increase. For example, we now have a tremendous increase in credit card and cheque book fraud. On the not too distant horizon we are examining in detail EFTS—Electronic Fund Transfer System—where cash is transferred instantaneously and electronically from the customer's bank account to a shop's account. EFTS is extensively used in America and also in Sweden, many retailers feel that it may never arrive in the UK, but in fact a type of EFTS is already being tried out on the east coast by Barclays Bank, using what they are calling a speed card.

According to police reports one of the biggest increases in crime in the UK has been violent and vicious attacks on the individual, which includes people carrying cash.

Basically there are three methods of carrying cash to and from the bank: a professional cash carrying company; in a private vehicle; or on foot.

Professional cash carrying companies must be chosen carefully and must be a reputable and well known firm. It is no use hiring guards and an armoured van just because they are cheap—and then finding they have driven off with the money! However, almost all small to medium size retailers make their own arrangements for transporting cash to and from the bank. Most retailers will either use a private vehicle to get to the bank, or they will go on foot. In both cases, a well designed cash carrying case is essential for the safe delivery of the cash.

Whatever form of transport is chosen, it is essential that the right staff are chosen for this very responsible job. Extra equipment for the vehicle might include additional security door fastenings—preferably sliding bolts—an immobiliser and a distinctive alarm, an extra internal mirror for the observer and, if possible, two-way radio. Times of transfers, collections and deposits should be varied as much as possible and bank managers consulted to arrange flexible times. The essence of security is secrecy so that the



details of times, routes, etc can be kept as confidential as possible. The less people know, the less they will divulge, either purposely or inadvertently.

Staff taking cash to or from a bank ought not to run other errands, although the temptation to pop in for some shopping can be very strong. Straight there and back is the rule—though not necessarily by the shortest route. It should be stressed over and over again that staff should not "have a go". Heroes tend to get hurt, often seriously—sometimes fatally.

Of course, the physical security of your premises is very important. Good quality locks are essential on

One new product launch any teething problems

At Oral-B we'll be the first to admit that our new Dental Gel isn't the only product around that soothes sore gums.

It's the only one that carries our name, though. And to thousands of people that stands for a lot.

Oral-B are recognised as world leaders in dental care with our products being recommended by more dentists, more often than any other brand.

If you stock our toothbrushes, for example, you already know what that can mean to you in terms of sales.

A crying need

The potential for new Dental Gel is enormous. As well as being perfect for problems such as mouth ulcers and dental abrasions it is ideal for infant teething. As there are around 700,000 babies born every year, each of which will cut 20 teeth, that's a vast market in itself.

A product to match our reputation

At Oral-B we always produce the very best product for the job and Dental Gel is no exception.

It's clean and easy to use and adheres well to the mouth or gums, relieving pain and aiding healing. It's also pleasant tasting, disproving the theory that things have to taste bad before they do you good.

Sold by word of mouth

As with our other products, personal recommendation alone will keep your sales assistants busy. But to launch new Dental Gel we're giving it a little extra help in the right places.

As well as advertising to health visitors, GPs and dentists, posters pointing out the benefits of Dental Gel will be appearing in dental surgeries and clinics throughout the country.

Nobody that matters is going to miss the launch of our new product. We hope that includes you.

all doors, and display windows should incorporate break glass sensors linked to the burglar alarm. All windows should be checked and made secure and where necessary barred. Back door security is an area often overlooked and you should consider keeping the back door locked at all times unless needed in the case of an emergency, in which case a "panic" bar should be fitted. Of course, all stores are different and with older buildings the problems are likely to be greater. There may be a cellar or fan lights, both vulnerable areas.

Remember, all security must be cost effective. One of the most cost effective ways of obtaining security help is by contacting your local crime prevention officer, his assistance will be unbiased and, of course, free of charge. The methods of preventing theft, whether customer theft, staff theft or back door theft, are all basic common sense. Whatever systems and procedures are instituted must be firmly adhered to.

The rewards can be bigger profits, improved staff moral and greater peace of mind—all worth the time and effort involved in making your store safe from shop thieves.

*Volumatic publish a number of free documents, posters, training aids etc.
*Volumatic Ltd, Taurus House,
Kingfield Road, Coventry CV6 5AS.* ■

SECURITY PRODUCTS

Better locks and little trouble

The "Upgraders" are two new 5 lever mortise locks recently introduced by Ingersoll. They are specifically designed to replace less secure locks with the "minimum of cost and trouble". Both locks have dimensions, backsets and hole centres similar to those of the common 2 and 3 lever mortise locks they replace. This means that the original mortise hole needs virtually no alteration to enable it to take the new lock.

Ingersoll say they not only make replacement easier but, since their cases are only 11/16 in thick overall, when fitted from scratch less of the door strength has to be mortised away to receive them.

The M50 and M52 (around £15 and £16 respectively) are both



approved to British Standard 3621 for thief resistant locks, with 5-lever mechanisms providing over 1,500 "differs"—the number of locks made before the same key combination is repeated—50 per cent more than the Standard specifies. Case dimensions (including anti-drill covers) of the M50 are 2 1/2 in x 3 in x 11/16 in and of the M52 2 1/2 in x 4 1/4 in x 11/16 in.

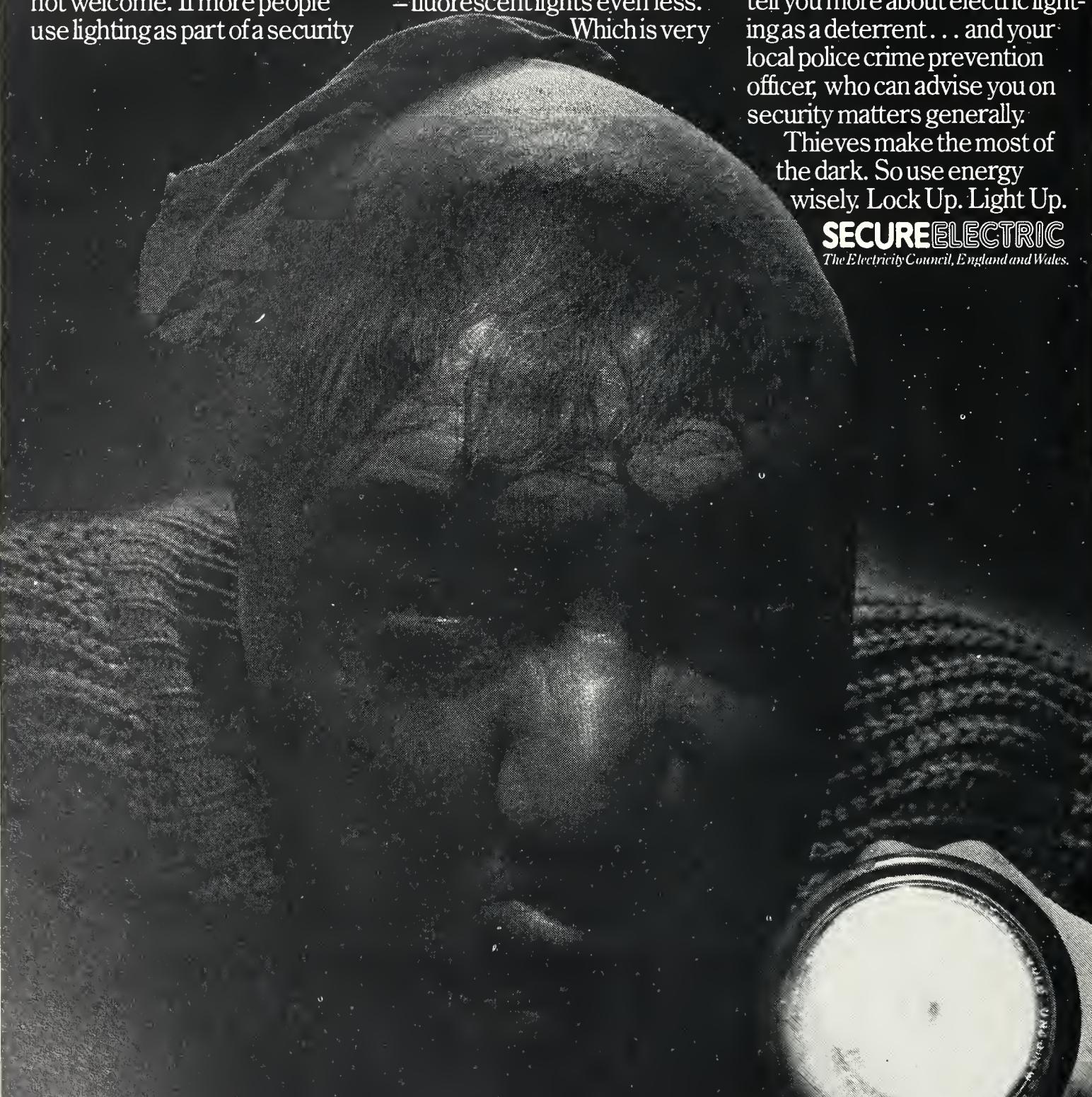
Also now available are the M51 mortise deadlock (around £15) and the M53 mortise sashlock (around £17), both are long case—3 in.

*Ingersoll Locks Ltd, Forsyth Road,
Woking, Surrey GU21 5RS.* ■

More Security on p403

Search that won't have s.





Last year, it's estimated that over 300,000 break-ins took place in commercial and industrial premises in Britain.

To a vandal or thief, darkness is a great ally for concealment and escape. Bright lights are not welcome. If more people use lighting as part of a security

system, their chances of attracting trouble at night would be greatly reduced.

Security lighting needn't cost much. For a start, a well-placed light bulb, left on overnight, costs around 50p a week – fluorescent lights even less.

Which is very

cheap protection against loss of stock and damage to your premises. And you get the bonus of additional display opportunities too.

The people to help you are your Electricity Board, who can tell you more about electric lighting as a deterrent... and your local police crime prevention officer, who can advise you on security matters generally.

Thieves make the most of the dark. So use energy wisely. Lock Up. Light Up.

SECURE ELECTRIC
The Electricity Council, England and Wales.

If you don't turn on a night light, someone else might.

SECURITY PRODUCTS

Continued from p401

Three from Photain

Photain Controls have designed a universal burglar alarm control, Type No BA-2 (£69).

The BA-2 has a tamperproof pressed steel housing—228mm x 228mm x 76mm—with hinged lid and is suitable for wall mounting. The housing contains the electronic circuit, battery charger and rechargeable lead acid batteries. The panel operates from the 220/250v 50Hz supply but in the event of mains failure Photain say the standby batteries will maintain the operation of the system in the quiescent state for up to 12 months.

Two separate circuits are provided to which can be connected any type and quantity of intruder sensors. Outputs are also provided for alarm sounders including tamperproof bell units and a regulated 12v DC is also available for powering ultrasonic, microwave, passive infra-red or burglar beam sensors.

Portable detector

From the same company comes a portable ultrasonic detector which is self contained in a pressed steel

housing similar to a small attache case and is complete with carrying handle. It can be placed in the area to be protected and switched on by a remote keyswitch. Anyone entering the area is detected by the ultrasonic sound waves and triggers off an electronic siren. The siren will sound for a period of five minutes and the unit will then automatically reset. If the intruder is still present the siren will operate for another five minute period and so on.

The unit contains a 2.5 AH rechargeable battery and can operate from the mains 240v 50Hz supply or from the battery supply as required. Facilities are also available for connecting to remote alarm sounders.

Smoke alarm

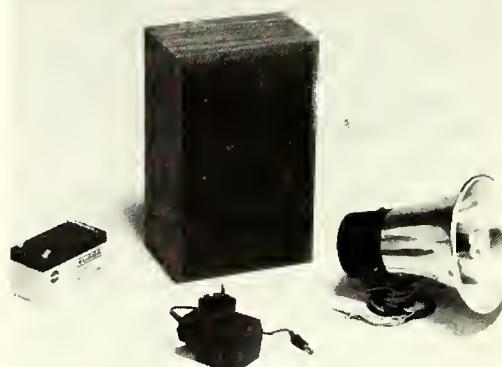
A third product is a smoke detector—the Firebeam FB100. This unit consists of a pulse modulated infra-red beam transmitter mounted on the wall at one end of the building and positioned just below ceiling height. On the opposite wall is fitted the receiver unit and the distance between the two units can be up to 100m. When a fire starts the smoke will rise and as soon as it obscures the beam it is detected and when the level of obscuration exceeds the pre-set point an alarm would be triggered.

The RRP of the Firebeam is £240.00. This say Photain is considerably below the cost of a "spot" smoke detector "which has the added disadvantage of requiring expensive wiring and installation of numerous units to provide the same area of protection." *Leocas Sonic Alarms, Princess House, Winsley Street, London.* ■

Hi-fi disguise for portable alarm

A mains/battery portable burglar alarm which is discreetly designed as a Hi-fi speaker is now available in the UK.

The alarm operates on the principle of motion detection and sweeps the protected area at a rate of five pulses a second. On detecting a movement, an "ear splitting" siren



—100 db at 3m—is triggered off, which will continue for one and a half minutes. On switching off it will immediately re-arm itself.

Intrudalarm (£98.90) may be operated by dry cell battery, rechargeable battery or mains and has a detection range of 2-20 ft. It also has facilities for connection to door, window, under mat switches, panic buttons and an automatic telephone dialler to the police. An external repeater siren may also be added. *Intrudalarm Ltd, PO Box No 4NT, London W1A 4NT.* ■

Electric advice from the Council

Apart from recommending consultation with your local crime prevention officer, the Electricity Council publish a booklet entitled "Essentials of Security Lighting".

The publication is, however, currently out of stock at local Electricity Board centres, because an updated and revised version is hoped to be published at the beginning of April. But, the Electricity Council have assured C&D, that advisers at local offices are always willing to offer advice and help to concerned retailers.

The revised booklet will contain additional material on homes and commercial premises, while cutting out some of the more specific information relating to industrial premises. More advice on equipment will also be offered as well as some experimentally derived criteria for perimeter lighting at industrial sites. ■

More Security overleaf



entry attempt such as that causing shattering glass or splintering wood will trigger the alarm mechanism."

The alarm has facilities for remote arming and disarming, activation of ancillary equipment, connection to existing systems, and charging of external equipment. It requires no wiring, installation or servicing. *Notecalm Security Systems Ltd, 4, Ashburnham Road, Bedford.* ■

SECURITY PRODUCTS

Putting thieves in the picture

Recent years have seen a continued growth in the use of close circuit television in retail outlets. Why?

Photoscan Ltd emphasise the dual function the service performs—firstly it deters theft and secondly, if a theft does occur, it provides for the recovery of the goods. To be effective, however, they believe the system must be seen to be active.

Installing a low cost "dummy" system is, they say, tempting to any small business, as it: "... appears to offer the deterrent benefits without the larger cost outlay". But they believe "most people will realise it doesn't work"—staff know if it is active or not and Photoscan say they convey this fact to friends, relatives "and indeed customers".

They also emphasise that today

"semi-professional shoplifters" are likely to know the major systems—dummy or live.

Securivision make the point that in the average shop there is at least one blind area, but that the dismantling of counter-top displays to reduce theft may hit impulse sales.

Their latest innovation is a rotating satellite camera for small shops: "a big store feature scaled down". Rental charge is under £6.50 a week. *Securivision Ltd, Securivision House, Scholes Lane, Prestwich, Manchester. Photoscan Ltd, Dolphin Estate, Windmill Road, Sunbury-on-Thames, Middlesex TW16 7HG.* ■

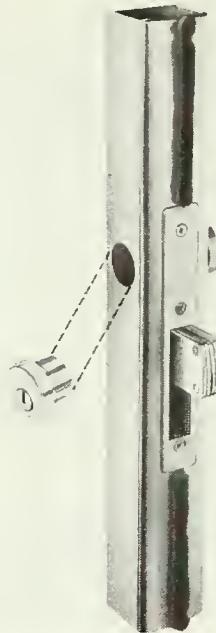
Keeping CDs safe

UKAM, a company specialising in safety products, have now extended their range to include CD cabinets.

The four standard size drug cabinets have a corrosive resistant steel continuous weld construction, door inset shelving, internal wall and floor fixing plates and security locks and hinges. Custom built versions may be ordered.

Two poison cabinets, with sloping tops, separate drug compartments, door open warning light and internal

light complete the range. Spillage trays are available for both types of cabinets and prices range from £79 to £197 excluding VAT and carriage. *UKAM, NCL Depot, Stoke Poges Lane, Slough SL1 3NS.* ■



Existing standard locks can be replaced with Kaba-20 mortice cylinders "thereby immediately upgrading the security of a shop door". Kaba-20 locks have over 100 million key combinations and a master keying facility. Other Kaba locks—padlocks, cupboard locks, key operated switches etc—can be added to the system, thereby reducing the number of keys in circulation. Kaba Locks Ltd, Woodward Road, Howden Industrial Estate, Tiverton, Devon EX16 5HW. ■

Additional suppliers

Lonsto (Security Systems) Ltd, Lonsto House, 1 Princes Lane, London N10 3LU. Loop alarms (for securing individual products), simulated CCTV, personal attack alarm, cash carrying alarm bags, cash collection/dispensing trolley and mirrors.

DD Lamson Ltd, Harbour Road, Gosport, Hants: Cash conveying systems (in-house, via pneumatic tube).

Securicor Ltd, Vigilant House, 24 Gillingham Street, London SW1 1HZ: Wide range of services, including CCTV, alarms, patrols, staff training etc.

Group 4 Total Security Ltd, Farncombe House, Broadway, Worcs WR12 7LJ: Wide range of services, including patrols, cash carrying, store detectives, alarms, CCTV, training etc.

Alcan Windows Ltd, Goodman Street, Leeds LS10 1QN: Installation and supply of anti-bandit glass.

Chubb Alarms Ltd, 42-5 Hersham Road, Walton-on-Thames, Surrey KT12 1RY. Variety of alarm systems.

CamEra Group Ltd, 127 Walton Summit Centre, Bamber Bridge, Preston, Lancs PR5 8AE. Specialists in CCTV and video. ■

INTRUDER EXCLUDER

The Notecalm DT2 Alarm detects intruders ON THE OUTSIDE—before you suffer loss and damage! Self contained double-deterrant, siren and floodlights, proved effective in shops, offices, warehouses, factories, pubs, clubs, homes etc. No wiring or installation costs. Write or phone for further details and free demonstration.

Notecalm SECURITY SYSTEMS

NOTECLAM SECURITY SYSTEMS LIMITED
4 Ashburnham Rd., Bedford, MK40 1DS, England.
Tel: Bedford (0234) 64059.

Rural dispensing: the achievements

John Davies of Wiveliscombe (Letters, January 31) has many admirable qualities. He is intelligent, articulate, sensible and often right. He lives in a charming Somerset village and is represented by an active LPC and an efficient secretary. But, oh dear, he seems to be becoming paranoiac about the growth of dispensing by doctors.

I live and work single-handed in a market town with three pharmacists and twelve dispensing doctors. I am still too young to be able to claim all the years of experience of John Davies, but when I discovered some eight years ago that 55 per cent of the doctors in the county were dispensing, it was not difficult for me to be persuaded to stand for the Lincolnshire LPC. Somehow, in the mysterious way that democracy works, I was appointed secretary at the first meeting of the new committee.

Almost immediately my committee fought a bitter battle against some of our leaders to persuade them to agree to what we then called the "moratorium", and latterly the "standstill". We won that battle, they were persuaded and to the best of my knowledge not a single pharmacy has had to close in England and Wales due primarily to doctors starting to dispense since that agreement was reached.

Living in a county littered with shells of previously burnt-out pharmacies due to doctors starting to dispense, I think we, as a profession, can claim some degree of success in the fight for pharmacy in rural areas. Some six years ago I was elected to the Society's Council and for the past 5½ years have served on the Clothier Committee and its successor, the National Joint Committee.

Whilst I have every sympathy with Mr Davies and his frustration, surely he must realise that men like Jim Bannerman, Griff David, Alan Smith, David Coleman,

Raymond Dickinson, myself, and the like, have been fighting tooth and nail for a better deal for rural pharmacists.

During that period the decimation of rural pharmacy has been dramatically slowed down. But we must be under no illusion that the number of prescriptions dispensed by doctors will not continue to rise. The explanation is quite simple: we are constrained by a one-mile limit, whilst the doctors have all the growth areas outside that limit. It is therefore inevitable that their dispensing figures will increase faster than ours.

The Clothier report, to which I was a signatory, is only the beginning, but it was and remains a substantial beginning after 30 years of going backwards at high speed. There are many battles still to be fought, particularly on the questions of patient choice, drug testing schemes, inspection, hours of service, etc, and given the opportunity I hope to be in

Continued on p406



‘Last week, I thought we’d never have a good night’s sleep again. I couldn’t blame baby really. But why does teething pain usually strike in the middle of the night?’

Then I was told about Dentinox. It’s specially formulated for babies’ teething pains apparently. Anyway, it certainly works. All it took was a gentle rub on the gums, a quick cuddle...

...and we all slept happily ever after.’



Dentinox gel. Tried and trusted for babies teething pains. From chemists only.

there vigorously fighting them. I hope that when the time comes Mr Davies will have a little more faith in his elected leaders and line up his rural battalion behind them. Nil desperandum.

Graham Walker
Spalding

Rural group

I would like to add my support to the suggestion made by Mr Mervyn Madge that a rural pharmacists group be set up within the Pharmaceutical Society.

Although many members of the Agricultural and Veterinary Group are affected by rural dispensing problems, other rural pharmacists are excluded because they have no animal health department. Furthermore, I believe that the Agricultural and Veterinary Group has plenty to do within its present terms of reference, without taking on the problems of rural viability of pharmacies.

If we could show a united front on this subject, based on a national picture of proven facts, we might just be able to do something constructive. If, by his letter, Mr Madge is offering to take the initial steps necessary to form such a group, then I, for one, accept.

R. M. King
Hull

Sangers' optimism

I have read your news item in *C&D* February 7, p273, and feel that it demands a reply from myself as chief executive of the Sangers Group.

It is suggested that pressure is being put on Sangers to pull out of pharmaceutical wholesaling, and in fact infers that the matter is being seriously considered by the Sangers Group Board. I wish to make it absolutely clear that the Sangers Group Board has no intention of either selling or abandoning its pharmaceutical wholesaling business.

Over the last 12 months, significant branch reorganisation has taken place, including a very substantial investment in two large, new, quality branches at Wood Green and Warrington. At the same time, substantial improvements have been made, and still are being made, in data processing developments, and all Sangers branches are now equipped with their own series I computers. Such investment would not have been made if Sangers did not believe that they were capable of not only holding on to, but increasing their share of the pharmaceutical wholesaling market. In the event,

Sangers has approximately a 20 per cent market share in the geographical areas which it covers and the loyal support of many chemists.

After nearly 200 years as pharmaceutical wholesalers, Sangers are not about to abandon their assets because of temporary hiccoughs which have occurred in the current difficult market place.

Crawford M. Graham
Chief executive
Sangers Group Ltd

Market regained

I read with interest your article on "electricals" in independent chemists (February 14). Having recently acquired a new branch in Clay Cross (and after a refit) we decided to give such products a go.

With the help of Sangers Agencies' keen prices, we were able to promote the razors shown in the enclosed advertisement at below "Comet" prices. The result? The first order sold out in one day and deposits were taken against a repeat order of some 30 assorted units which arrived on December 23, around 10am (despite a guarantee of delivery the previous Friday by Sangers—the delay was due to the transport companies sending the consignment to the wrong depot).

Within the two remaining days all units were sold out, and further deposits taken for a third delivery after Christmas. Unwittingly, we had created a local market which we assumed was lost to the multiples.

We now look forward to expanding our product range, and would encourage others to have a go, providing the percentage POR is regarded realistically, as these sales are profitable extras if so treated.

A. Peel
Huddersfield

Backing Unichem

It seems to me that congratulations are in order both for PSNC and for Unichem. First PSNC because they have at last refused to implement something without payment in advance, namely the use of child-resistant containers. Second, Unichem on the stand that they are making against the voracious greed of the DHSS, as reported in your issue of February 14 on behalf of the independent contractor.

The discount inquiry launched by the DHSS must threaten all of our livelihoods and it is obviously unjust that a distribution of profit should be included in this investigation. Unlike

other wholesalers, members like myself hold shares and provide the customers: we are Unichem. After all, I can hardly see the DHSS paying out money to us if Unichem showed a loss, so why should they take the profits with no risk?

It seems to me that as long as there is any chance of Unichem winning this battle with the DHSS it is in the interest of every contractor to place as much of his purchases with Unichem as he can. Given a victory the benefit to Unichem members is obvious, but even those not dealing with Unichem stand to gain. This is because the averaging system upon which our NHS payments are based, and which has to ignore Unichem profit sharing, must result in a smaller discount being levied than would have been the case with it included.

In these circumstances I look forward to hearing that the leaders of PSNC, whose job it is to obtain the best terms they can for all contractors, are backing Unichem's fight.

G. S. Raivid
London NW4

History of pharmacy conference

The British Society for the History of Pharmacy is to hold a conference in King Alfred's College, Winchester, March 27-29. The theme is "Public health through the ages—the Winchester model."

Topics covered will be "An introduction to the city museum", Miss E. Lewis, curator; "Public health in mediaeval Winchester", Dr D. J. Keene; "The sources", Mr A. Whitaker, Winchester city archivist; "The role of the County Hospital, Winchester from the 18th century", Mrs C. Dobson, hospital librarian, and Miss M. Gunn, assistant district finance officer; "The health of Hampshire towns in an age of revolutions", Mrs P. Stevens, local studies department, City Library; "The borough port, health and sanitation in Southampton at the turn of the 19th century", Dr D. Doughty, King Alfred College; "Industrial archaeology of water and sewage plants" Dr E. Course, senior tutor in transport studies and industrial archaeology, University of Southampton; Workshops sessions on "A Southampton apothecary's inventory of 1571". The Society's annual meeting is on March 28.

The fee is £30 for full weekend residence or £7.50 per day. Details from the secretary, BSHP, 36 York Place, Edinburgh EH1 3HU. ■

BEECHAM PROPRIETARIES

Prices effective from 2nd. March 1981

Product Description	Sales Status	Retail Price per Unit Incl. VAT	Units per Case (daz)	Standard Wholesale Price Per Case Excl. VAT
BEECHAMS POWDERS				
Standard (8 Powders)		57	1	4.54
Large (20 Powders)	p	94	1/2	3.75
60 Powders		99	5	3.59
Mentholated (8 Powders, Test Areas)		63	1	5.02
Tablets Standard (16 Tablets)		57	1	4.54
Tablets Large (40 Tablets)	p	94	1/2	3.75
BEECHAMS POWDERS HOT LEMON				
Standard (5 Sachets)		65	2	10.36
Large (10 Sachets)		105	1/2	4.19
30 Sachets		16	2 1/2	3.19
NIGHT NURSE (160 ml)	p	155	1/2	6.18
DAY NURSE (160 ml)	p	155	1/2	6.18
PHENASIC				
Standard (24 Tablets)		60	2	9.57
Medium (50 Tablets)	p	87	1 1/2	3.47
Large (100 Tablets)	p	140	1 1/2	5.58
Strip (6 Tablets)		20	3	4.78
Handy (12 Tablets)		35	2	5.58
SOLUBLE PHENASIC (Test Areas)				
Strip (6 Tablets)		25	1	1.99
Handy (12 Tablets)		42	1	3.35
Standard (24 Tablets)		69	1	5.50
Medium (48 Tablets)	p	97	1/2	3.87
CEPHOS				
Standard (8 Powders)		57	1	4.54
Tablets (16 Tablets)		57	1	4.54
SETLERS				
Standard (30 Tablets)		49	1	3.91
Large (50 Tablets)		72	1/2	2.87
Roll (10 Tablets)		20	2	3.19
100 (100 Tablets)		105	1/2	4.19
VENO'S				
Original Standard (75 ml)		75	1	5.98
Original Large (135 ml)		105	1/2	4.19
Honey & Lemon Standard (75 ml)		75	1	5.98
Honey & Lemon Large (135 ml)		105	1/2	4.19
Adult Formula (120 ml, Test Areas)		105	1/2	4.19
MACS				
Medicated Tube (12 Lozenges)		19	3	4.54
Medicated Carton (27 Lozenges)		42	2	6.70
Honey & Lemon Tube (12 Lozenges)		19	3	4.54
Honey & Lemon Carton (27 Lozenges)		42	2	6.70
SUCRETS (Test Areas)				
Tin (24 Lozenges)		75	1	5.98
Blister Pack (24 Lozenges)		75	1	5.98
BEECHAM CATARRH CAPSULES (Test Areas)	p	110	1	8.77
VYKMIN				
15 days supply		115	1	9.00
30 days supply		220	1/2	8.61
60 days supply		390	1 1/2	7.63
Vykmin E (30 days supply)	*	260	1 1/2	10.17

Sale is restricted to persons lawfully conducting a Retail Pharmacy business and to Wholesalers registered to deal with drugs referred to in Schedule 1 of the Misuse of Drugs Regulations 1973.

Price Maintenance — Fixed prices for all the above products, except those marked *

All Case Terms are subject to the addition of 15% Value Added Tax.

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New Citramins vitamins A, C & D tablets are here. A new vitamin supplement for children and adults. With orange and lemon flavours in the same bottle they are very pleasant to take ... children will love them.

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You will love the regular sales you'll get with new Citramins, plus, there's a special introductory offer.

Citramins is a product you can trust, from Riker Laboratories — the makers of Super Plenamins multivitamins.

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Riker, Citramins, Super Plenamins trade marks.

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Modernise with Magnum and increase your turnover! By following a planned approach to your refit, you will gain NEW CUSTOMERS AND SELL MORE TO EXISTING ONES. Magnum Opus have produced a new generation of shopfitting equipment, specifically designed for environmental selling techniques, using the best in up to date materials and mix and match colour schemes.

Our Salesmen are highly qualified, and with their experience to draw from, will advise on the best way to layout your shop in order to achieve maximum sales. Need we say more — send in the coupon today and we will do the rest.

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Magnum Opus Ireland Ltd.,
80 Bradford Drive, Ballyteer,
Dublin 16.

Tel: Dublin 942456.

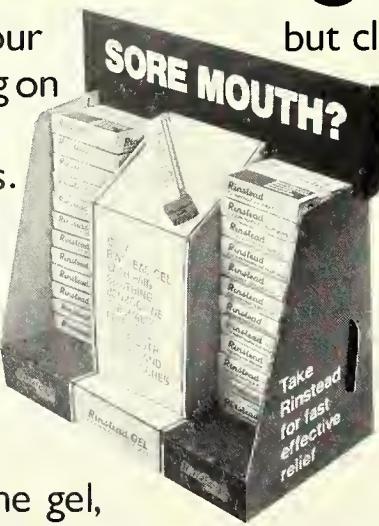
**Magnum Opus
Shopfittings**



After our £175,000 campaign, everyone will be asking for us by name.

This year, unlike some of our competitors, we won't be relying on just word of mouth to increase demand for our gel and pastilles. Instead we will be running a big campaign in women's magazines and national press.

We'll also be launching our new point of sale drive with a much improved dispenser. It carries both the pastilles and the gel,



but cleverly allows the customers to help themselves to the pastilles whilst feeding the gel behind the counter only.

With such an effective and fast remedy in Rinstead® Gel and a convenient remedy in Rinstead Pastilles you can be sure it's the one your customers will be asking for, even if our name does sound a little muffled.

Rinstead PASTILLES & GEL.

Registered trade mark Plough (UK) Ltd. Copyright Plough (UK) Ltd.

Reform still likely on Sunday trading

Industry bodies attack HSE 'notification' proposals

Both the Association of the British Pharmaceutical Industry and the Chemical Industries Association have heavily criticised Health and Safety Commission proposals on the notification of new substances.

In the form of draft regulations, the consultative document recommends the central notification of new chemicals before they are placed on the market. The purpose of the proposals is to obtain information about substances marketed in quantities of one tonne or more a year. Manufacturers and importers would be obliged to test all new substances they intended to sell in the UK. The required data would have to be available to the HSE 45 days before a new substance was due to be placed on the market.

Both industry bodies point out that the proposals go beyond the requirements of the relevant EEC directive. The document has been introduced to fulfill Britain's obligations to the directive, but some proposals duplicate and overlap with other control mechanisms, particularly in the pharmaceutical and pesticides field—these substances are among those specifically exempt from the EEC Directive.

A spokesman for ABPI says: "These proposals will force up the price of medicines and the NHS drugs bill and will encourage companies to undertake research abroad rather than in this country. . . . It is a paradox that at the precise moment that the Department of Health has announced

proposals to simplify data requirements for clinical trials of new medicines—with the broad object of preventing pharmaceutical research being undertaken abroad rather than in this country—these new HSC proposals will have an exactly opposite effect."

Confidentiality risk

ABPI also fear that the HSC proposals will cause concern to pharmaceutical manufacturers on the grounds that the requirements for notification in respect of new products and intermediates—also covered in the document—will put their commercial confidentiality at risk. The proposed regulations allow only one year for commercial development. ABPI say the development of a new medicine takes at least eight years: "It is a risk that companies will not be prepared to take and they will, therefore, undertake their research and development work abroad where the indications are that pharmaceuticals will be exempted from comparable legislation."

CIA take a similar line and while firmly stating a belief in the necessity to test products, say that the duplication of testing inherent in the HSE document will increase costs and raises problems of confidentiality: "Such differences in national legislation will put the UK chemical industry at a disadvantage compared with our competitors in the EEC."

"Notification of New Substances" (£2.50) is available from HMSO. ■

Fresh proposals aimed at providing a more rational basis for Sunday trading are under consideration by the Home Office.

This was revealed by Mr Timothy Raison, Home Office Minister of State, in the Commons last week when a Private Members' measure designed to permit an extension of Sunday trading and late night opening failed to secure a second reading.

Our Parliamentary correspondent writes that the Shops Bill, sponsored by Sir Anthony Meyer (Conservative), now has little chance of success.

Supporters of the Bill failed to gain the support of the 100 MPs needed to close the debate and put the proposals to a vote. There were 48 MPs in favour of closure and 29 against. The Bill now drops to the bottom of the private members' list.

Its provisions would give a discretionary power to local authorities to permit shops to extend their opening hours, but would still limit the maximum number of hours that could be legally worked by employees.

Mr Raison cast doubt on whether a discretionary power in the hands of local authorities, which would almost inevitably lead to different opening hours in different areas, provided an acceptable basis for changing the present law.

He gave no indication of the proposals which the Government has in mind, but told MPs that he hoped an announcement would be made "before long".

It was disclosed during the debate that major supermarket chains, including Tesco's, Marks and Spencer, Fine Fare and Safeway, were opposed to the Bill. USDAW sponsored MP, Thomas Torney was a chief opponent in the debate. ■

More Business News overleaf

Ask for Reactolite Rapide by name...

...before your customers do.

1981

Retailers reported that in 1980 Reactolite Rapide lenses were the one bright spot in an otherwise difficult sunglass season.

They were the most sought-after photochromic lenses in the UK! 1981 won't be any different.

So ask for sunglasses with Reactolite Rapide lenses—by name!

Glascoed Road, St Asaph, Clwyd LL17 0LL, North Wales.

*Reactolite and Rapide are Trade Marks of Pilkington Brothers Limited.

CHANCE PILKINGTON
Reactolite
RAPIDE

The fastest reacting photochromic lenses in the world



CHANCE PILKINGTON LIMITED



Partnerships may get new legal status

A new form of legal entity has been proposed by the Department of Trade in a Green Paper issued last week.

The new form would mean the granting of corporate status and some measure of limited liability to the partnership, plus simpler safeguards for creditors than those applying to companies in the Companies Act.

The main advantage of the incorporated partnership model over that of the limited private company is that it would not require the complicated rules governing the relationship between shareholders, directors and the company which are unreal when the company is owned and managed by say, a husband and wife or father and son.

The main advantages of the model over the partnership would be the retention of some degree of limited liability which would allow small businessmen to be in a better position to assess the extent of their personal liability should their business fail and the conferring of corporate personality which would give the benefit of legal continuity should the membership change.

Comments on the document are requested, but no deadline for their submission has yet been set. "A New Form of Incorporation for Small Firms—A Consultative Document" (£3.20), is available from HMSO. ■



Miss Angela Ecob, a second year pharmacy student at Nottingham University was recently presented with the Lawrence Prize, by Mr R. M. Onley, a retail pharmacist, on behalf of Barclay & Sons Ltd, in recognition of her contribution to student affairs and academic attainment

In-shop opticians for Woolworths

Woolworth's are opening opticians' units in two of their stores, with more to follow if the plan is a success.

The company's stores in Wolverhampton and Coventry will open the units on March 2, and they will be run as a joint venture, with John H. Chapman—a group with four opticians' practices—and an industrial eye clinic operating them.

Woolworths say that they have no current plans to open in-shop pharmacies, despite the lead taken by Tesco's recently, who have opened an in-store pharmacy in Gateshead (C&D, December 6, p892).

The Woolworth scheme is modelled on that used by Debenhams, who soon hope to have two stores operating pharmacies in their "shop within shops" system. They are currently negotiating with a pharmacy multiple, and if approval is given, the pharmacy units should be in operation by the end of May. ■

Schering growth in pharmaceuticals

Schering Chemicals Ltd have formed a second pharmaceutical division—Keymer Pharmaceuticals.

Keymer will launch a new drug for the treatment of asthma within the next few weeks, and will provide Schering with the additional capacity needed to bring future products to the market.

Schering say that due to expansion of their research and development programme they are able to introduce a number of new drugs in different therapeutic fields in the immediate future. They anticipate two major product launches by mid '81. ■



Leslie C. Young, chairman of J Bibby & Sons Ltd, accepting the carriage clock from the Rt Hon the Lord Mayor of London, Colonel Sir Ronald Gardner-Thorpe, for Bibby's Report and Accounts which won the large category award for the best Annual Report and Accounts sponsored by the Accountant and Stock Exchange. The award was presented at the Mansion House.

Record for Upjohn

Upjohn Company have reported that sales and earnings in 1980 were the highest in their 94-year history.

Sales for the year ended December 31 were \$1,800 million an increase of 16.7 per cent over 1979's sales of \$1,500m. Net earnings of \$170m were up 14 per cent over 1979 earnings of \$149m.

Worldwide sales of human health care products and services increased 19 per cent for the year. Chemical sales were up 8 per cent. ■

Metal Box cut-back

Metal Box are to make a further 700 employees redundant following the loss of over 1,000 jobs last September.

The majority of jobs will be lost by the end of May and the cut-backs are being made in the general line division which manufactures metal packaging for a number of products including cosmetics, pharmaceuticals and household products.

The company say that the cuts are necessary to improve the competitive position of the division. ■

Briefly

■ **Coopervision Ltd** are moving to 21, The Avenue, Southampton, as from March 1. Telephone will be 0703 331236.

■ **Dallas Chemists** have opened a shop at 157 Greenford Road, Sudbury Hill, Harrow, Middx. Proprietor, Mr Manek; telephone 864 9311.

APPOINTMENTS

■ **Lilia-White Ltd**: Mr Tony Smith, previously a member of the key accounts team has been appointed national accounts manager.

Ms Susan Bailey has joined as product manager for Lil-lets.

■ **Ortho Diagnostic Systems Ltd**: Mr Brian Davis has been appointed managing director. Mr Davis joined Ortho Diagnostics in 1973 as sales manager. When, in 1978, it became a limited company, he was appointed general manager.

■ **Beatson Clark & Co Ltd**: Mr Stanley Waring, who recently retired from Corning Ltd and is a past president of the Glass Manufacturers' Federation, becomes a non-executive director. Mr Michael A. Godber, a departmental director, has been appointed as financial director.

Chinese oils rise

London, February 24: Most of the principal Chinese essential oils advanced in price during the past week. The rises were mainly accounted for by firmer conditions at origin, but the pound also weakened against the US dollar—further contributing to the increase.

Dearer were cedarwood, cassia, citronella, eucalyptus and ginger. The gap between spot and forward spearmint was much larger than normal reflecting a tight position for prompt delivery. Elsewhere in oils, petitgrain maintained its firmer tone and was nearly £1 kg dearer than at the beginning of January.

Chinese menthol was up by £0.15 kg in both positions but the recent rise in Brazilian menthol appears to have been halted.

Among spices, cloves advanced substantially for spot and forward deliveries. Many botanicals have moved up in price but a fair proportion are down. A growing number are unquoted because of lack of demand.

Pharmaceutical chemicals

Adrenaline: (per g) 1 kg lots base £0.35; acid tartrate £0.30.

Aloin: micro-crystalline £28.65 kg in 50-kg lots.

Aluminium chloride: Pure crystals in 50-kg lots £1.353 kg.

Bismuth salts: £per kg.

	50-kg	250-kg
carbonate	6.70	6.60
salicylate	8.20	—
subgalate	10.35	—
subnitrate	5.35	5.25

Ethisterone: NF13, £0.32 gram.

Ferric citrate: £5 kg in minimum 250-kg lots.

Ferrous fumarate: BP £1.60 kg in 750-kg lots minimum.

Ferrous gluconate: £2.375 per metric ton.

Folic acid: 100-kg lots from £54 kg.

Formic acid: per metric ton delivered in 4-ton lots, 98 per cent £400; 85 per cent £327.

Isoprenaline: Hydrochloride £75 kg; sulphate £65.

Kaolin: BP natural £181.25 per 1,000 kg; light £189.10 ex-works in minimum 10-ton lots.

Lactic acid: BP 88/90% £175 kg in 70-kg drum.

Magnesium trisilicate: £1.30 kg in minimum 1,000-kg lots.

Mercurials: Per kg in 50-kg lots; ammoniated £12.40; oxide—red £13.70; and yellow £13.55; per-

chloride £7.70; subchloride £11.30; iodine £12.45. **Mercury BPC** redistilled £13 kg in 25-kg lots. **Mersaly:** Acid £47.33 kg in 10-kg lots. **Methyl salicylate:** 5-ton £1.61 kg; 1-ton £1.65. **Salicylic acid:** 5-ton lot £1.61 kg; 1 ton £1.63. **Sodium acetate:** BP crystals £1.02 kg in 50-kg. **Talc:** BPC sterilised £646 metric ton in 50-kg; £388 for 1,000-kg lots. **Tartaric acid:** £1,795 per metric ton. **Tetracycline:** Hydrochloride £14 kg; oxytetracycline £12.50 in 250-500-kg lots. **Theobromine:** Alkaloid £14.50 kg for 500-kg lots. **Theophylline:** Anhydrous and hydrous £5.03 kg in 100-kg lots:—ethylene diamine £5.43 kg.

Crude drugs

Balsams (kg) Canada: Easier at £11.40 on the spot; shipment, £11.30 cif. **Copaiba:** no offers. **Peru** £9.40 spot; £9.15, cif. **Tolu** £6.15 spot. £6.15 spot. **Belladonna:** (kg cif) herb £0.60 leaves and root unquoted. **Benzoin:** £180 cwt, cif. **Cloves:** Madagascar £4,450 metric ton spot £4,300, cif. **Cherry bark:** Spot £1,280 metric ton; shipment £1,230, cif. **Cochineal:** (kg) Tenerife black brilliant £20 spot; £19.75 cif; Peru silver £19; grey spot £18.95, cif. **Dandelion:** Unquoted. **Gentian root:** £2,250 metric ton spot; £2,200 cif. **Ginger:** Cochin £500 metric ton spot; £525, cif. Other sources not quoted. **Henbane:** Niger £900 metric ton spot. **Hydrastis:** Spot £29.30 lb; £28.90, cif. **Kola nuts:** £500 metric ton spot; £450, cif. **Lemon peel:** Spot no offers; Shipment £2,005 metric ton, cif. **Liquorice roots:** Root, no spot; £480 metric ton, cif. **Block juice** £1,400 metric ton spot; Spray-dried £1,550. **Podophyllum:** Root £550 metric ton, cif. **Menthol:** (kg) Brazilian £5.85 spot; £5.85, cif. Chinese £4.90 spot; £4.75, cif. **Pepper:** (metric ton) Sarawak black £750 spot. \$1,600 cif; white £1,000 spot; \$2,000, cif. **Sarsaparilla:** Jamaican £2,670 metric ton spot £2,650, cif. **Seeds:** (metric ton, cif). **Anise:** China star £945 for shipment. **Celery:** Indian £380. **Coriander:** Moroccan £180. **Cumin:** Indian £600. **Fennel:** Indian £450. **Fenugreek:** Moroccan £275; Indian £290. **Senega:** Canadian £9.40 kg spot; £9.10, cif. **Tonquin beans:** No offers. **Valerian:** Dutch No offers spot; £1,500 metric ton, cif. Indian £1,170 spot; £1,140, cif.

Essential oils

Almond: Sweet in 1-ton lots £1.40 kg duty paid. **Anise:** (kg) Spot nominally £12.50; shipment £12, cif. **Cassia:** Chinese £54 kg spot; £52.30, cif. **Cedarwood:** Chinese £1.35 kg spot and £1.15, cif. **Citronella:** Ceylon £3.60 kg spot; £3.10, cif. Chinese £3.10 spot; £2.95, cif. **Eucalyptus:** Chinese £1.98 kg spot; £1.92, cif. **Ginger:** Chinese £21.50 kg spot nominal; £20.75, cif. **Patchouli:** Indonesian £12.80 kg spot; £11.25, cif. **Petitgrain:** Paraguay £8.60 kg spot; £8.65, cif. **Sandalwood:** Spot Mysore £48 kg East Indian £40 spot. **Spearmint:** Chinese £9 kg spot; £6.75, cif American £9.50, cif, spot.

The prices given are those obtained by importers or manufacturers for hulk quantities and do not include value added tax. They represent the last quoted or accepted prices as we go to press.

Monday, March 2

East Metropolitan Branch, Pharmaceutical Society, Churchill Road, Wanstead Library, Spratt Hall Road, London E11, at 8pm. Dr G. C. Hanson, consultant physician, Whippes Cross Hospital, on "Modern management of diabetes".

Wednesday, March 4

Sheffield Branch, Pharmaceutical Society, Jessop Hospital lecture theatre, at 8pm. Mr John Simpkin, marketing director, A. L. Simpkin & Co, on "Sweet experiences".

Durham and Teeside Branches, Pharmaceutical Society, Hardwick Hall Hotel, Sedgefield, at 7.45 pm. Talk on "Scanner equipment".

Thursday, March 5

Bradford and Halifax Branch, National Pharmaceutical Association, Victoria Hotel, Bradford at 8 pm. Mr Bernard Hardisty, director and general manager, Winthrop Pharmaceuticals, on "Counter prescribing."

Hastings Branches National Pharmaceutical Association and Pharmaceutical Society, Mr David Coleman, chairman NPA and vice-chairman PSNC, on "The place for pharmacy"

Hounslow Branch, Pharmaceutical Society, West Middlesex Hospital lecture theatre, Twickenham Road, Isleworth, at 8 pm. Mr F. H. Oliver on "The food we eat and the things we swallow with it".

Huddersfield Branch, Pharmaceutical Society, Commercial Hotel, Church Street, Paddock, Huddersfield, at 8 pm. Mr D. Hough on "Life behind the Iron curtain."

Leeds Branch, National Pharmaceutical Association, Moortown Golf Club, Harrogate Road, at 8 pm. Working dinner with Mr T. Astill, deputy secretary, NPA, on "We have the image we deserve".

Society of Cosmetic Scientists, Royal Society of Arts, 6 John Adam Street, London WC2, at 7 pm. Medal lecture. Mr Kenneth Tomlinson on "A light look at patent law".

Thames Valley Pharmacists' Association, Sterling-Winthrop House, Surbiton, at 8 pm. Annual meeting followed by Mr R. C. Wilson on "Your lifeboat service".

Friday, March 6

Fylde Pharmacy Forum, Cliffs Hotel, Mr J. E. Pilkington on "A holiday in the Seychelles".

Dundee & Eastern Scottish Branch Pharmaceutical Society, Lecture Theatre 1, Ninewells Hospital and Medical School, Sherry Reception 7.30 for 8 pm. Professor P. F. D'Arcy, Professor of Pharmacy, Queen's University, Belfast, on "Drug Reactions and Interactions".

Advance Information

Weald of Kent Branch, Pharmaceutical Society, Pavilion, Hever Castle, Edenbridge, on May 16, at 7 pm. Annual dinner dance. Tickets (£9 each) from committee members.

Postgraduate course, Chelsea College, University of London. Course on "The ages of man: Adolescence" will not start until March 30.

Point of sale conference, London, March 19-20. Further information from Armitage Norton Consultants, PO Box B134, Britannia Building, St George's Square, Huddersfield, West Yorks.

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X2—NORTH NOTTINGHAMSHIRE—Long established town centre pharmacy with high counter prescribing. NHS script average 1,500 per month and turnover to 31.6.81 is estimated at £116,000. Property on lease, goodwill and fixtures £15,000 plus stock at valuation £10,000.

X3—WEST HUMBERSIDE COASTAL RESORT—This main road pharmacy has the benefit of a settled population and seasonal trade. Turn-over to 1980 £166,883 per annum with approximately 3,500 scripts per month. The premises are offered on lease with an initial rent of £40 per week, plus £20 per week for the living accommodation if required. Goodwill and fixtures £42,500 plus stock at valuation approximately £25,000.

X4—MERSEYSIDE—City outskirts council estate. Lock-up shop on rent at £624 per annum. 1980 turnover approximately £80,000 with scripts averaging 1,850 per month. Sideline giving contribution to overheads. Goodwill, fixtures and fittings £16,000 plus stock at valuation approximately £15,000.

X5—CENTRAL LANCASHIRE—Main road Pharmacy close to the centre of a character full town, dispensary approximately 1,600 scripts per month. Turnover to 31st May 1980 £68,798. Freehold property for sale at £12,000 although a lease would be considered. Stock at valuation approximately £10,000. Offers invited for goodwill and fixtures.

X6—CLEVELAND—Village pharmacy in large premises with extensive living accommodation which can be separately let if required. Turnover to April 1980 £120,000 with some 2,700 scripts per month. Property on lease at £3,000 per annum plus £2,000 per annum for living accommodation if required, fixtures £6,000, goodwill £12,500 plus stock at valuation approx. £18,000.

X7—CHESHIRE/LANCASHIRE BORDER—This high street Pharmacy offers considerable scope for improvement by an energetic owner. Scripts average 1,500 per month. Turnover over £80,000 per annum. Freehold property for sale at £17,000. Goodwill and fixtures £3,500. Stock at valuation approximately £12,500. The present owner is retiring.

X8—CLEVELAND—All round pharmacy in densely populated area turnover £95,000 1,200 scripts per month £8,000 for goodwill, fixtures and fittings plus stock at valuation.

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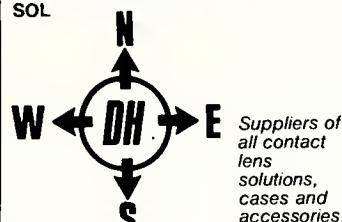
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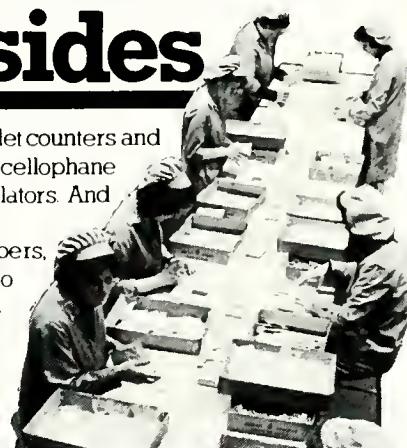
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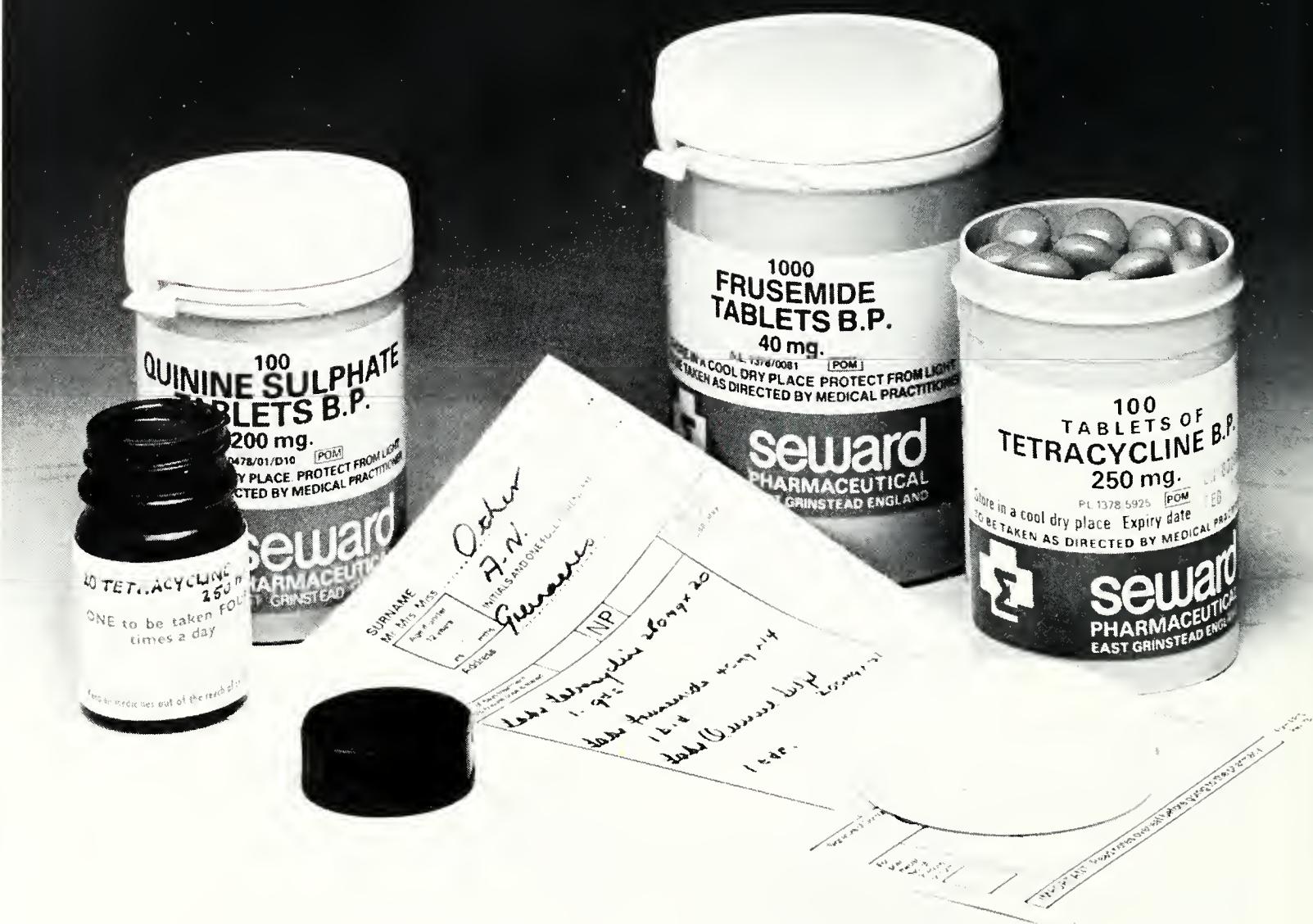
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